

Spot Incentive Plan for acquiring EMF business for Sales Team!!!

Hi All,

We are pleased to announce first ever spot incentive plan for acquiring new clients & business in our Exchange Margin Funding (EMF) product in Sharekhan for our Sales Team. On initial basis, we will be running the scheme for the month of April'23 (One month) & based on its performance, we can extend it further for which separate communication will be done post approval.

Below are the broad terms of the Spot Incentive Plan for EMF:

1. Spot incentive scheme will be only for new client acquisition done by **Sales executive/Onboarding Agent in the month of March & April'23**
2. Spot incentive will be given per **sales executive/OB Agent based on actual funding utilization in EMF as per slabs given below**
3. Funding will be avg. **actual utilization by all such new clients in month of April'23**
4. Incentive can't be more than **Interest earned from such clients**

Total EMF Utilization per Sales executive	Spot Incentive Amount		
	Per Sales Executive (80%)	Per Onboarding Agent (20%)	Max. Amount
>=50k - < 2 lacs	200	50	250
>=2 lacs - < 5 lacs	400	100	500
>= 5 lacs - < 10 lacs	600	150	750
>= 10 lacs	800	200	1000

Incentive for each Sales TM & OB Agent:

Top 5 Sales Team Manager	Top 2 Onboarding Agent TM	EMF Funding Usage Target per Sales TM/OB Agent
5,000	3,000	Min. 7 lacs

So, let's participate in this whole heartedly to make it successful & make you count visible. Happy Funding!!!

You are requested to inform your team members also.

Note: This will be subject to audit and payout will be given with June incentives. Any discrepancy ,or variation ,interpretation will be finalized by Sales Head and CBO ,EMF Head .