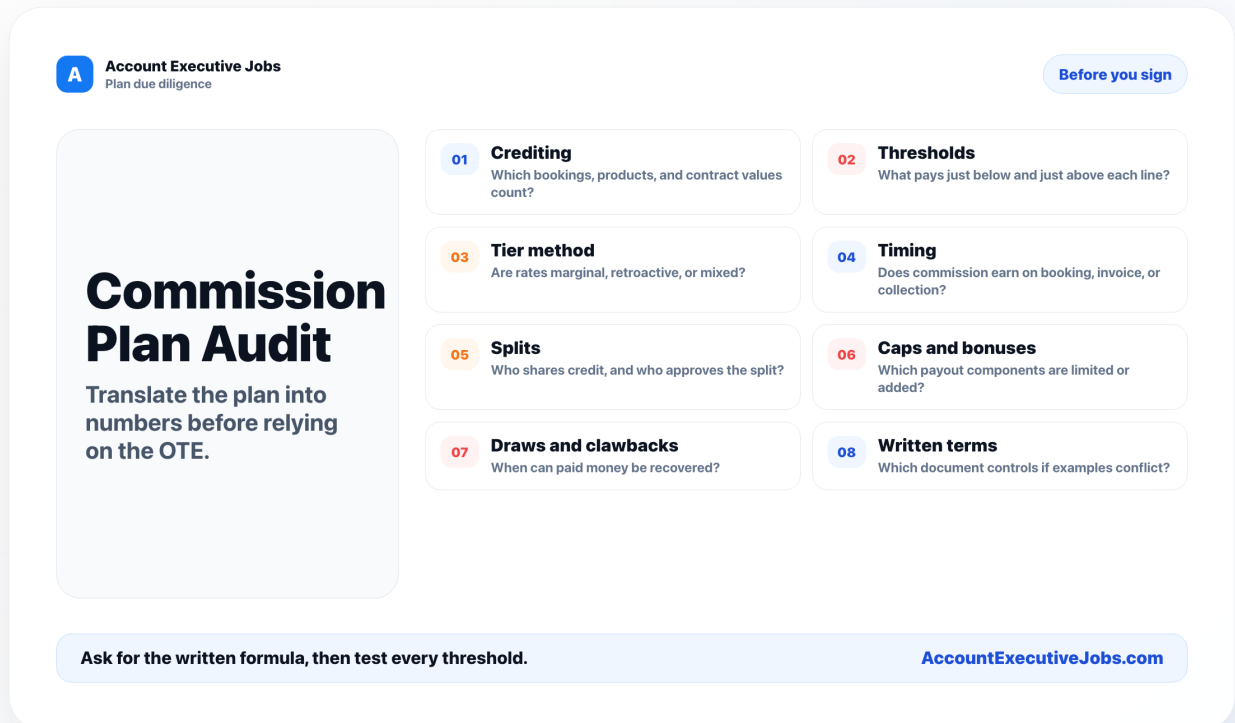


Commission Plan Audit

Commission plan audit checklist covering credit, thresholds, timing, caps, draws, clawbacks, and written terms.

<https://accountexecutivejobs.com/blog/sales-compensation/sales-commission-tiers-cliffs-accelerators>



The graphic is a white card with rounded corners on a light blue background. At the top left is the 'Account Executive Jobs' logo with the tagline 'Plan due diligence'. At the top right is a blue button that says 'Before you sign'. On the left side of the card, there is a large light blue box containing the title 'Commission Plan Audit' in bold, followed by the text 'Translate the plan into numbers before relying on the OTE.' To the right of this box is a grid of eight audit items, each in a white box with a colored header: 01 Crediting (blue), 02 Thresholds (red), 03 Tier method (orange), 04 Timing (blue), 05 Splits (orange), 06 Caps and bonuses (red), 07 Draws and clawbacks (red), and 08 Written terms (blue). At the bottom of the card is a light blue bar with the text 'Ask for the written formula, then test every threshold.' and the website 'AccountExecutiveJobs.com' on the right.

Account Executive Jobs
Plan due diligence

Before you sign

Commission Plan Audit
Translate the plan into numbers before relying on the OTE.

- 01 Crediting**
Which bookings, products, and contract values count?
- 02 Thresholds**
What pays just below and just above each line?
- 03 Tier method**
Are rates marginal, retroactive, or mixed?
- 04 Timing**
Does commission earn on booking, invoice, or collection?
- 05 Splits**
Who shares credit, and who approves the split?
- 06 Caps and bonuses**
Which payout components are limited or added?
- 07 Draws and clawbacks**
When can paid money be recovered?
- 08 Written terms**
Which document controls if examples conflict?

Ask for the written formula, then test every threshold.

AccountExecutiveJobs.com

Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

Notes