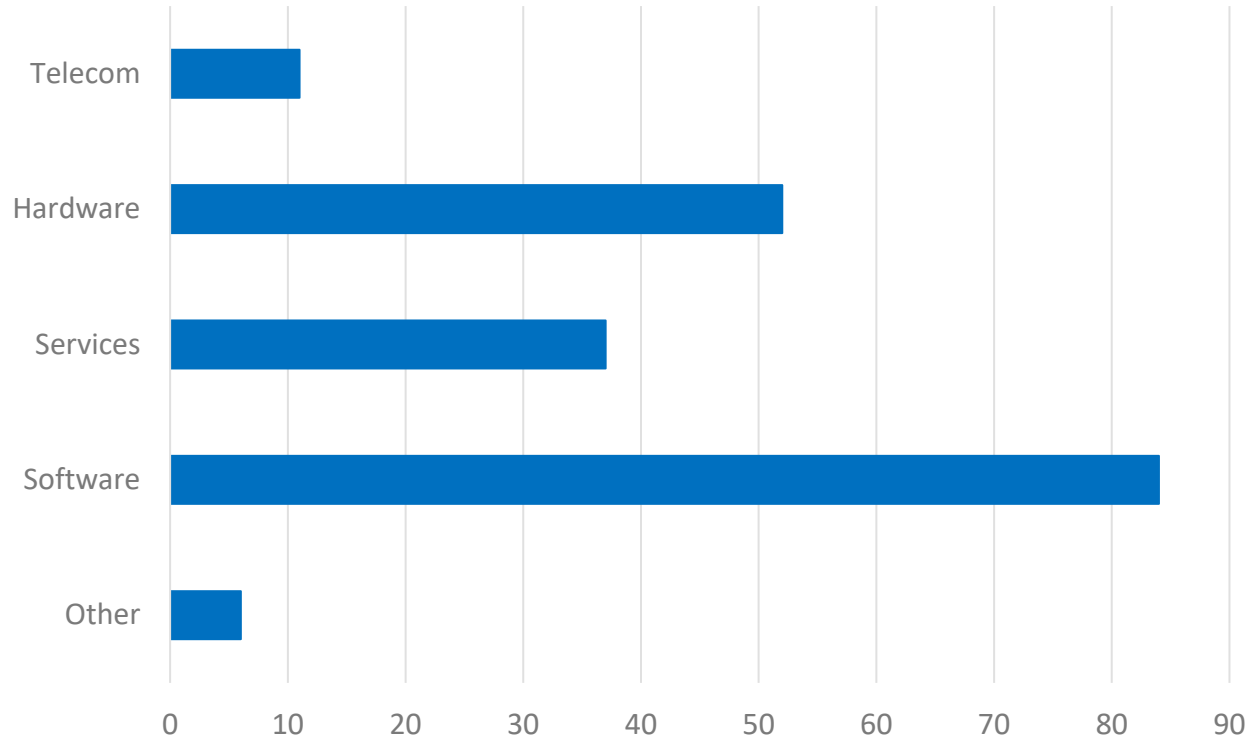




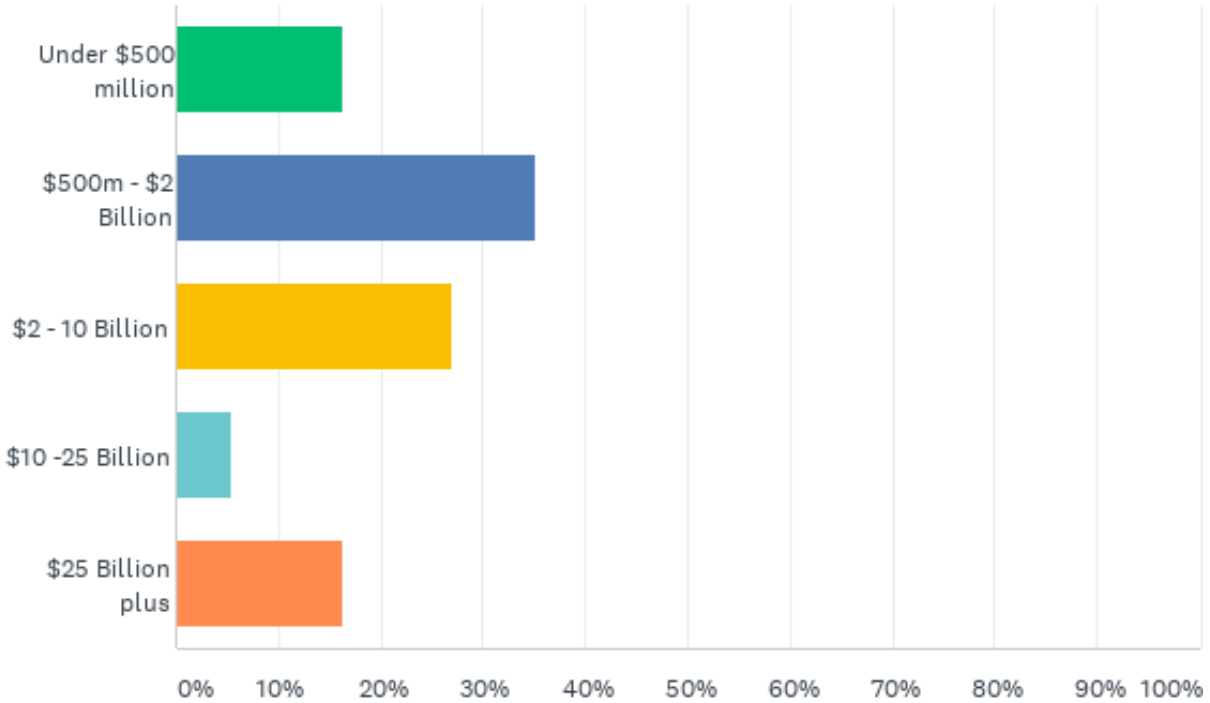
# Channel Focus Club 50 Partner Compensation survey

Monday, September 13, 2021

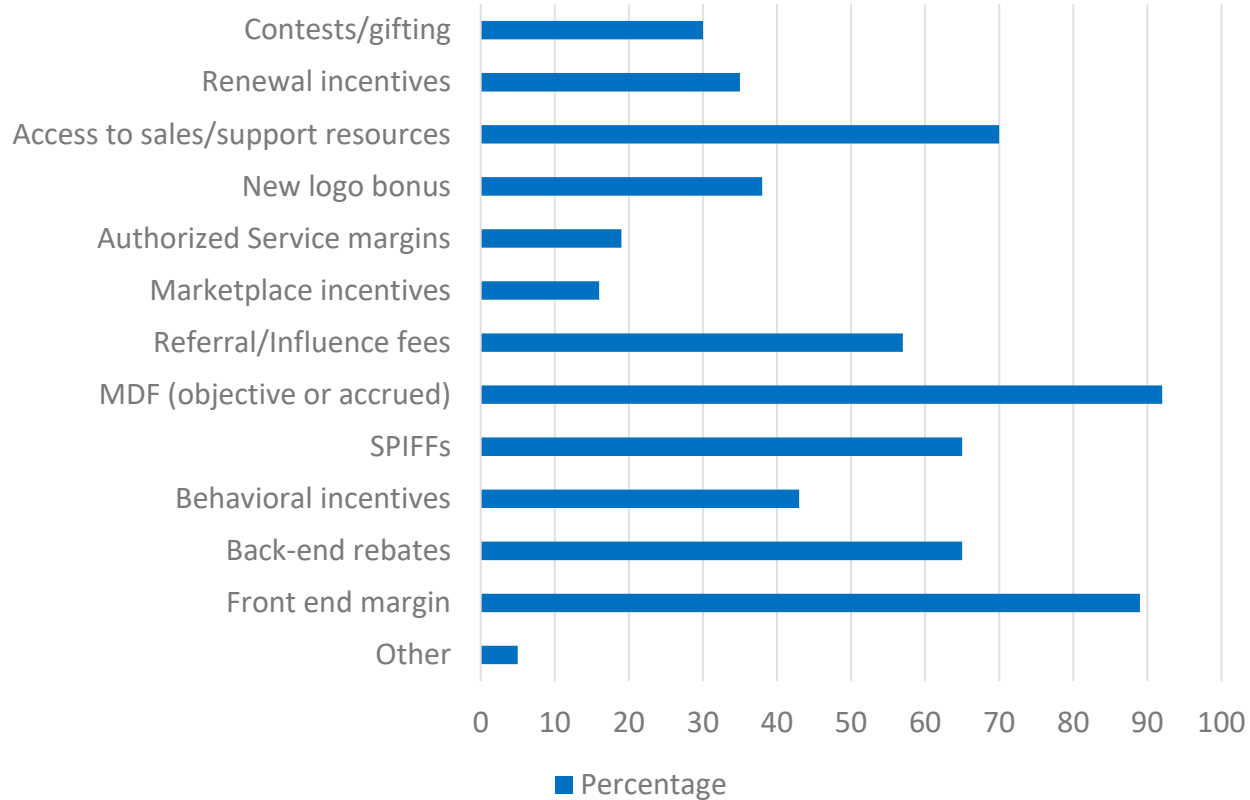
## Q2: Type of company (check all that apply)



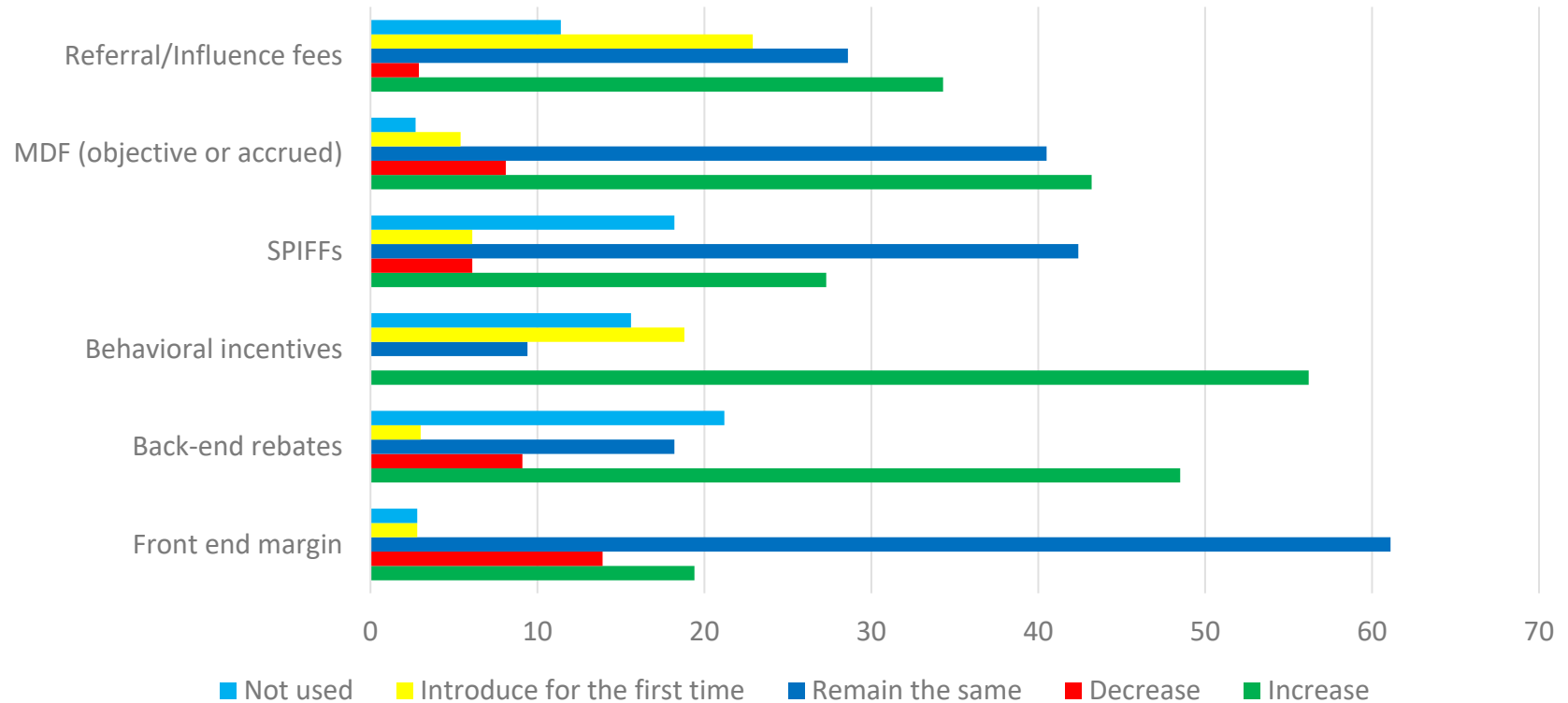
# Q3: Size of Company (Revenues)



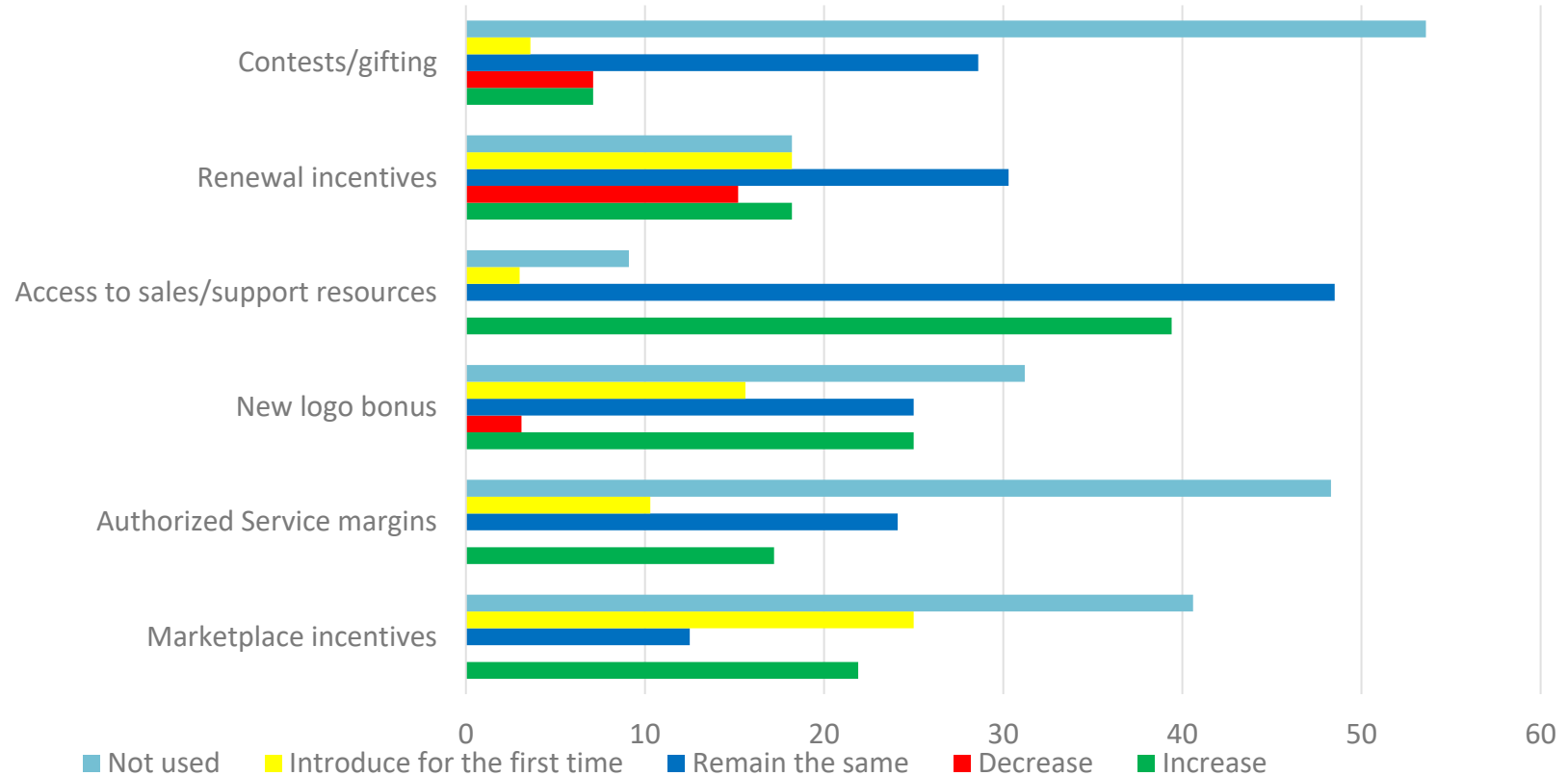
## Q4: What are the forms of compensation/benefits you use with your partners today? Please check all that apply.



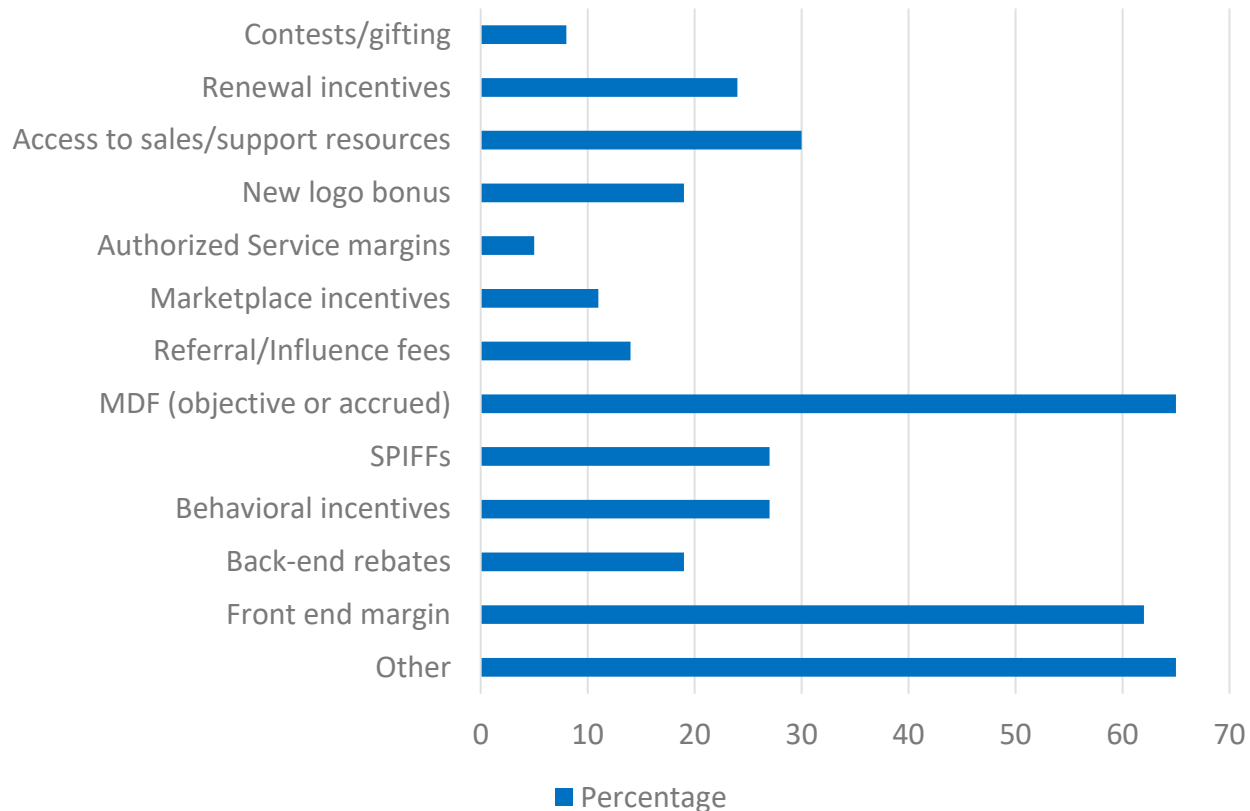
## Q5: In the next 12 months what are the forms of compensation/benefits you are planning to increase, decrease, introduce for the first time?



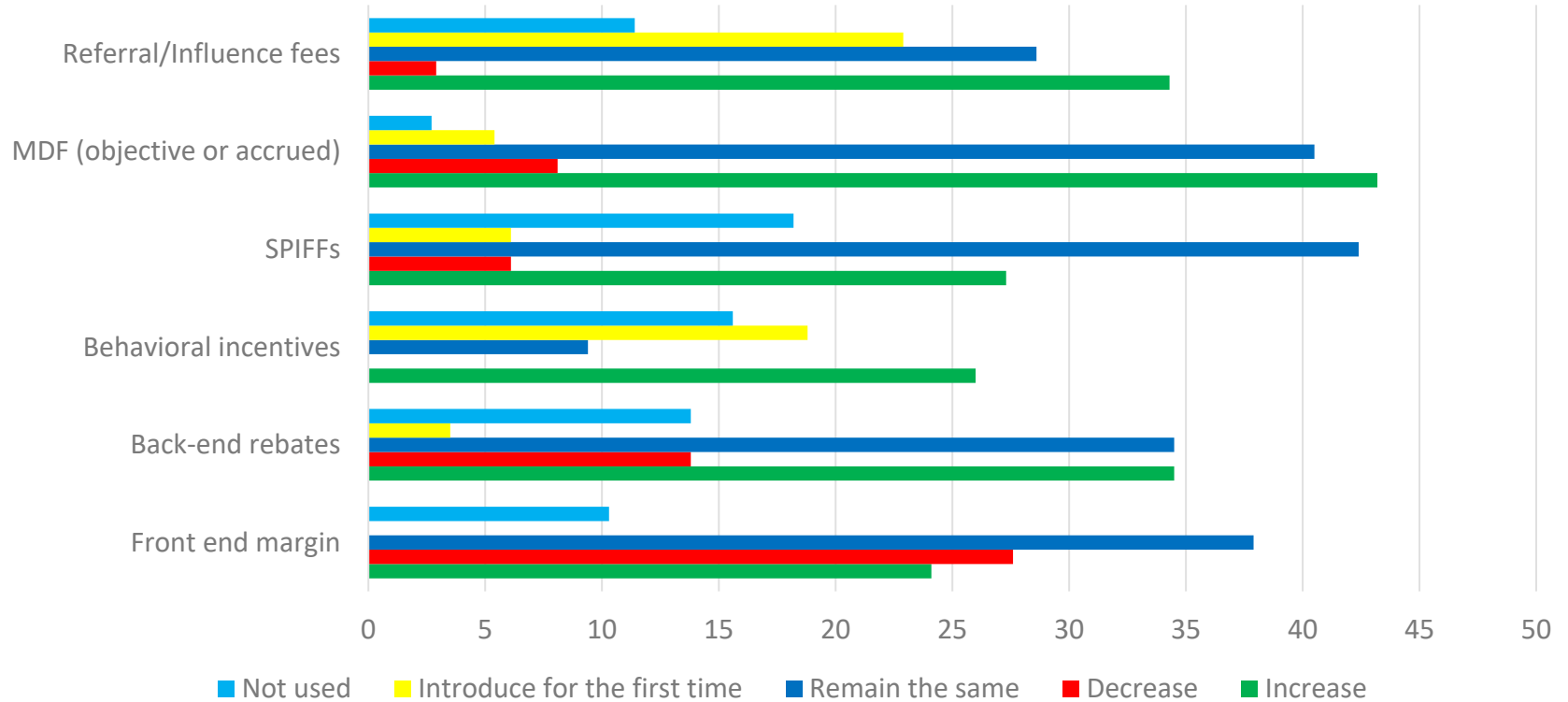
## Q5: In the next 12 months what are the forms of compensation/benefits you are planning to increase, decrease, introduce for the first time?



## Q6: What are the forms of compensation/benefits you use with your Distribution/Master Agent partners today?

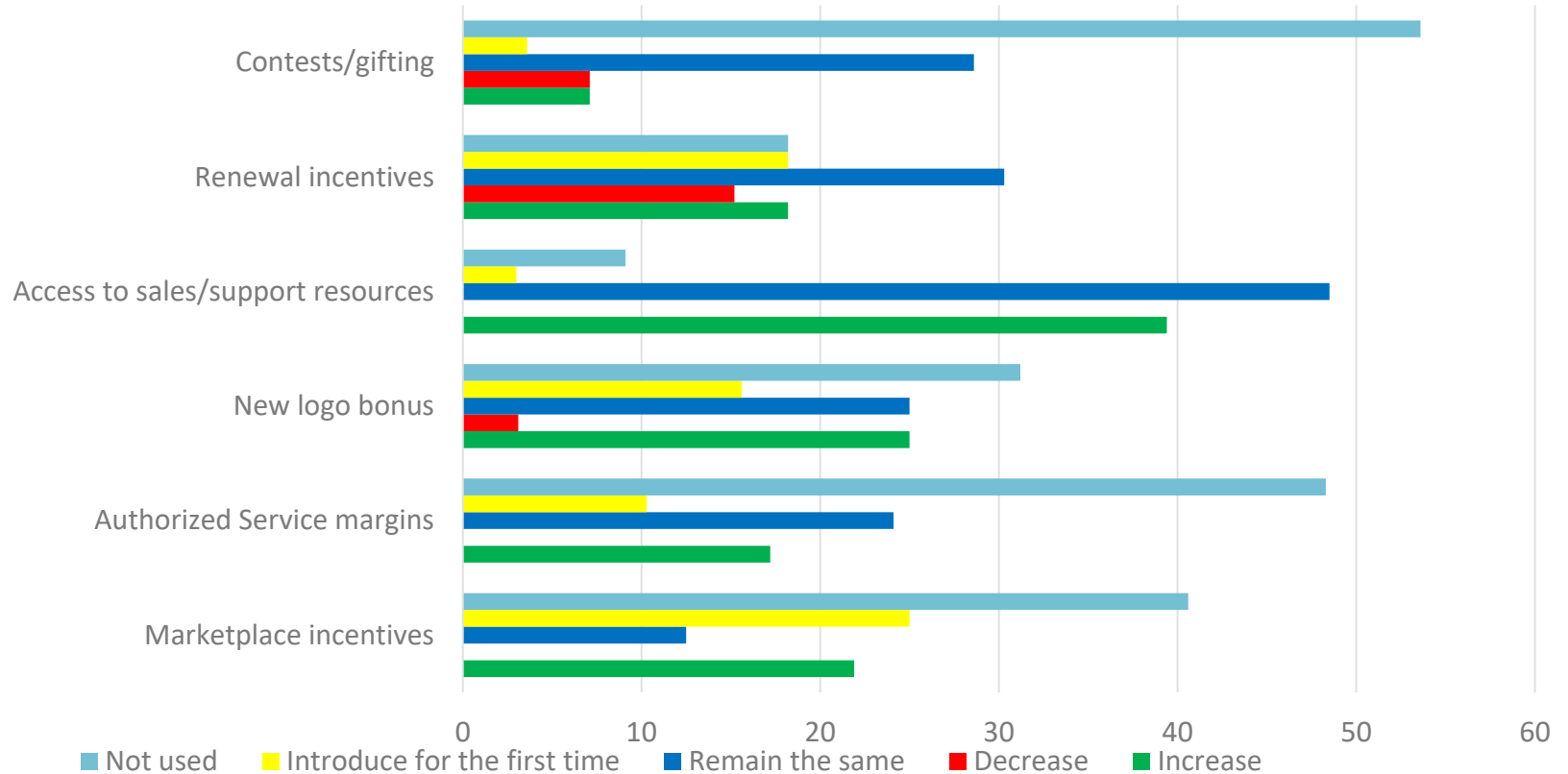


# Q7: With your Distribution/Master Agent partners, in the next 12 months what are the forms of compensation/benefits you are planning to increase, decrease, introduce for the first time?

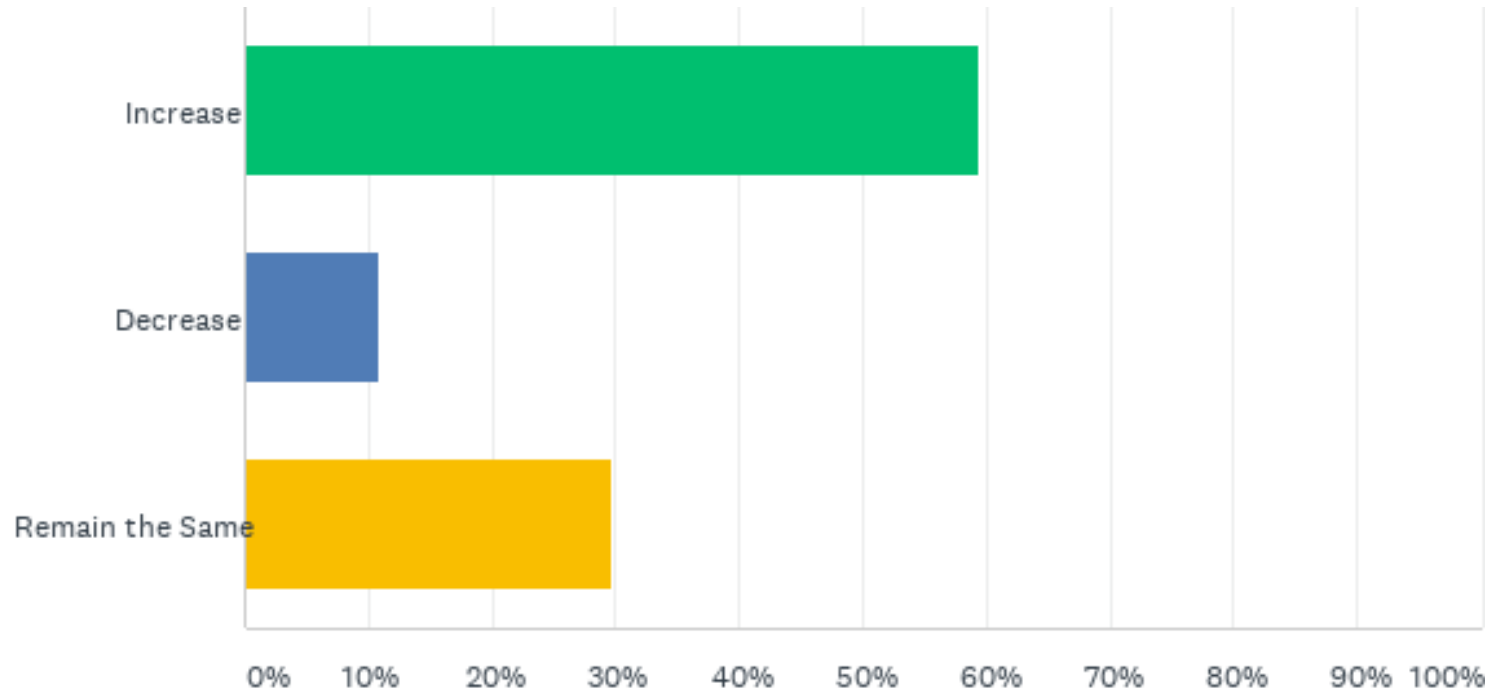




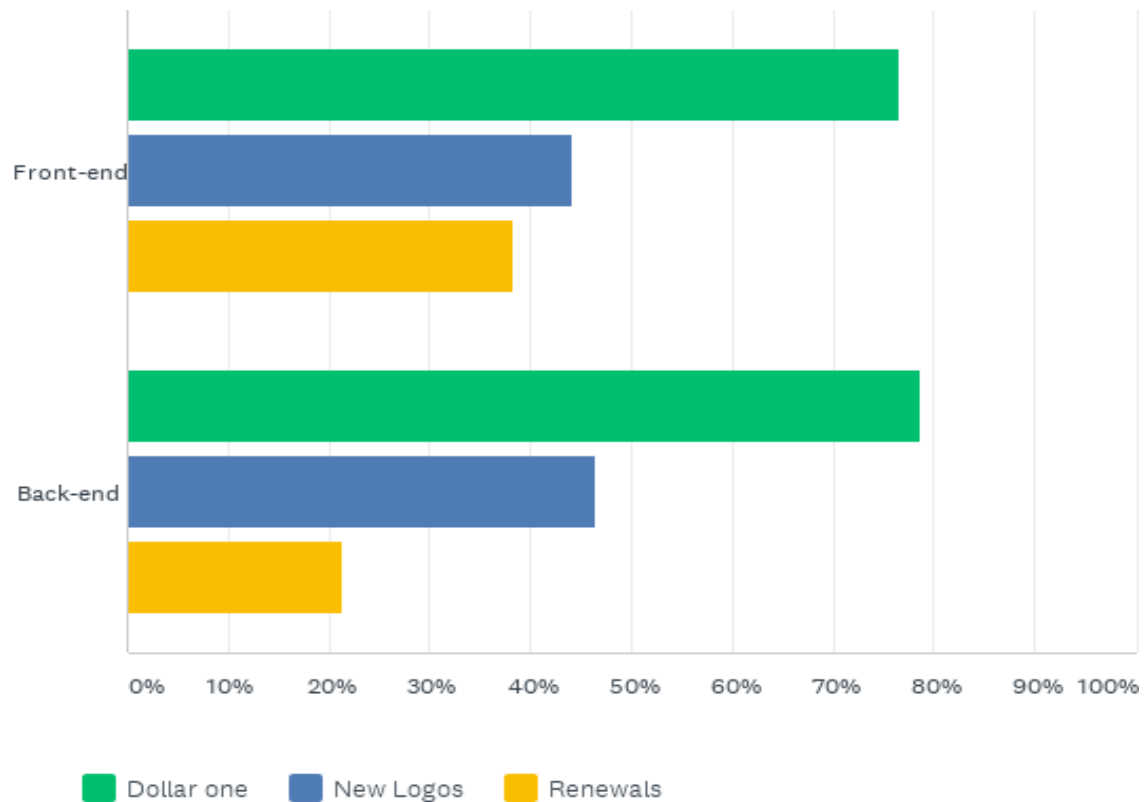
# Q7: With your Distribution/Master Agent partners, in the next 12 months what are the forms of compensation/benefits you are planning to increase, decrease, introduce for the first time?



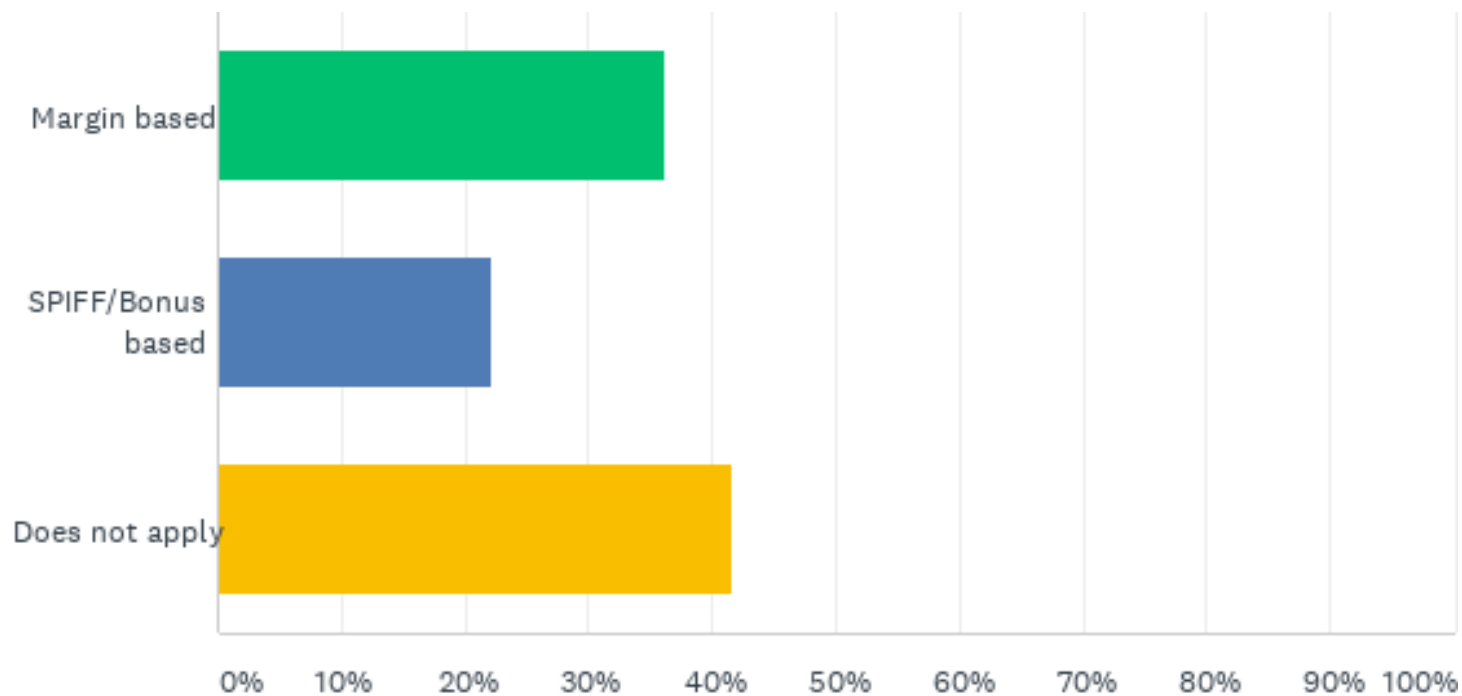
## Q8: In 2022 will your total partner compensation as a percentage of revenue



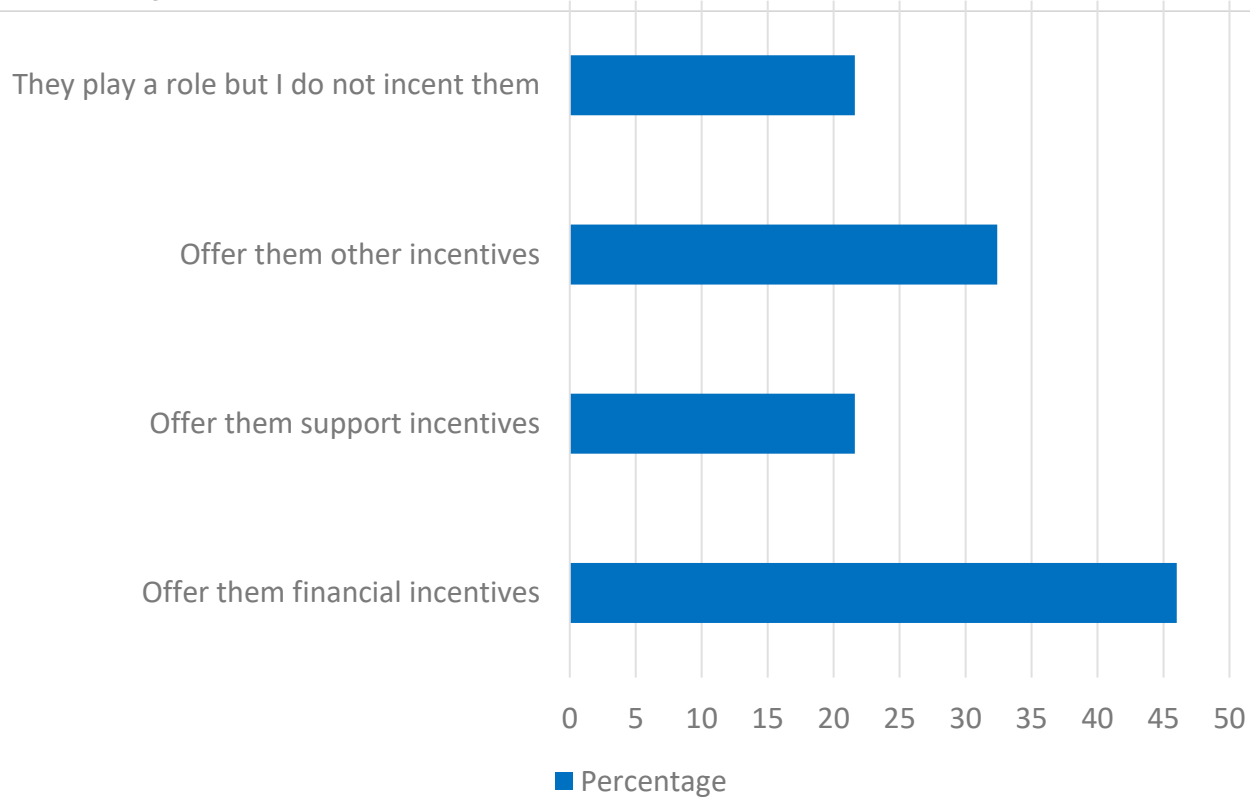
## Q10: Are your benefits paid through margin (Front end) or rebate/SPIFFs (Back end) and what do you pay those benefits on?



## Q12: Are the benefits you provide to drive attach selling of products or services?

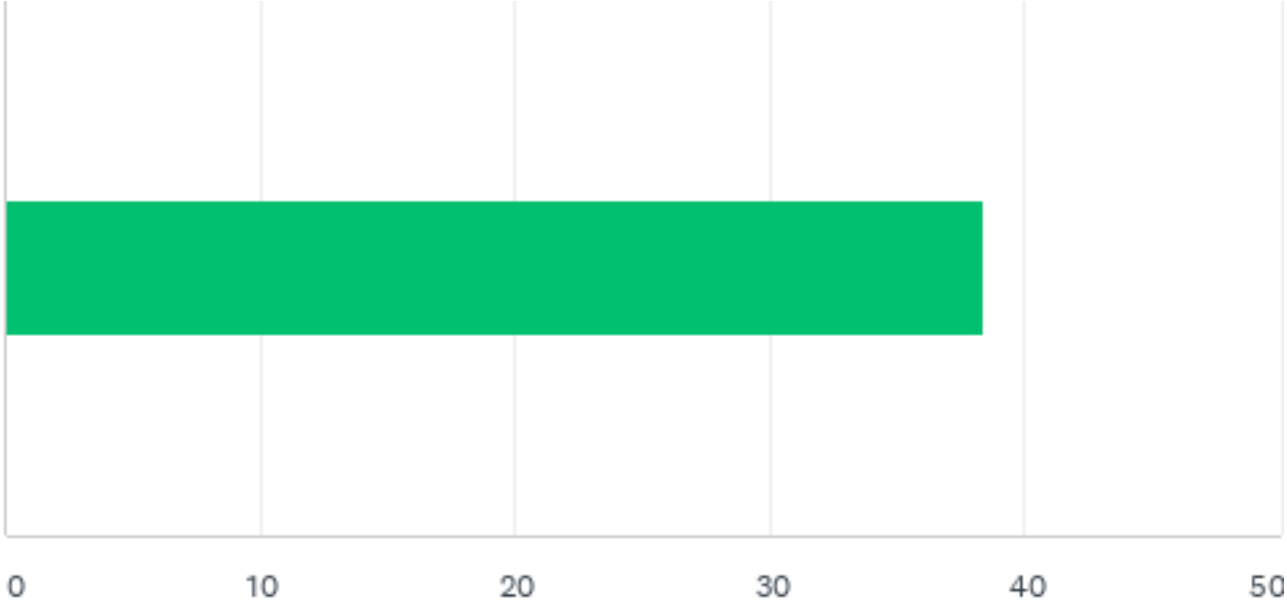


## Q13: Do influence partners play a role in your business - if so do you? (check all that apply)

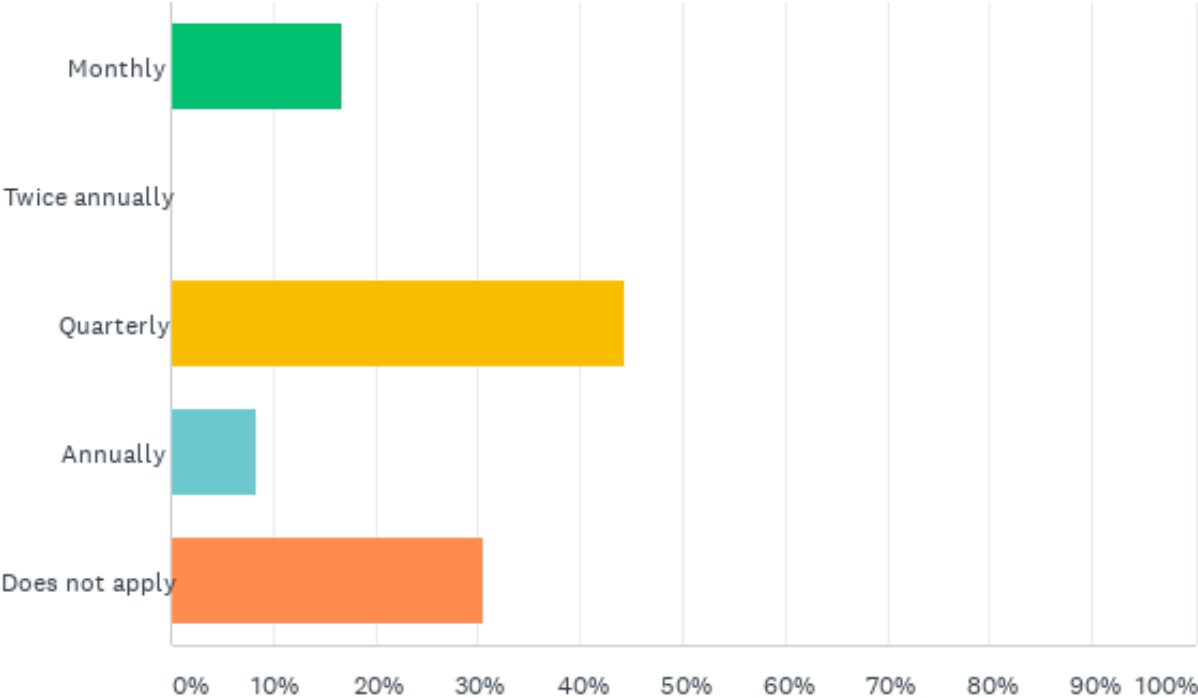


# Q14: What percentage of your benefits are annuity based recurring benefits?

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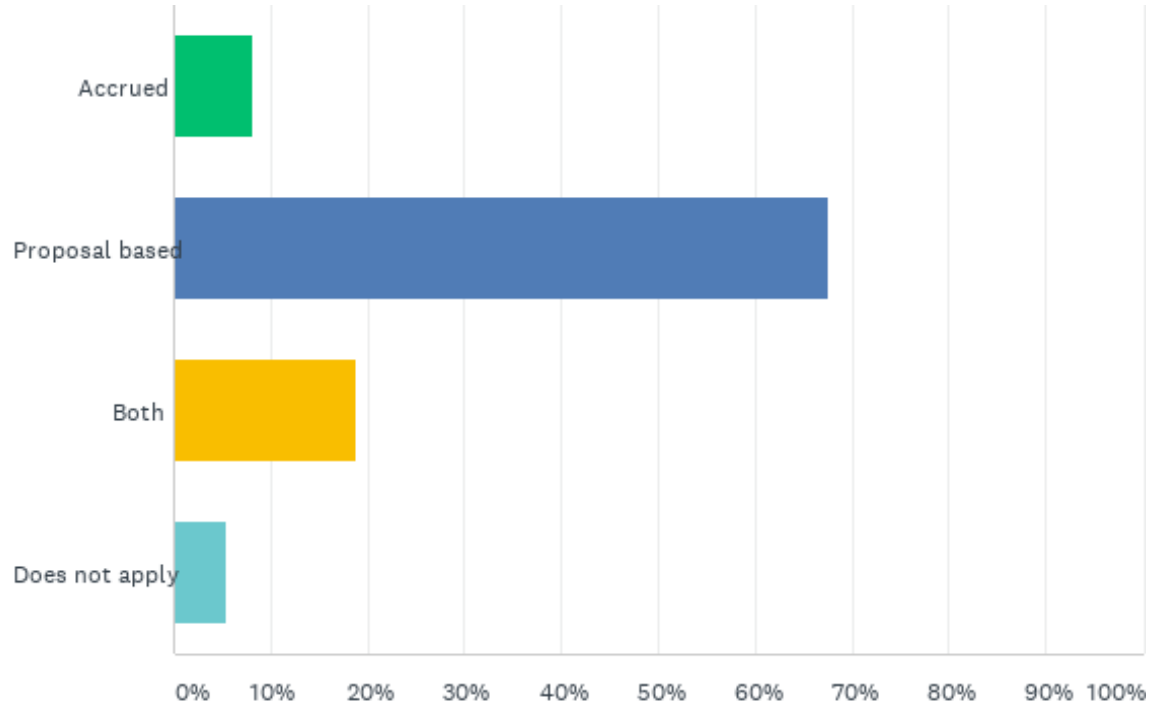


# Q15: With your annuity based recurring benefits do you pay them?



## Q16: Is your MDF accrued or proposal based?

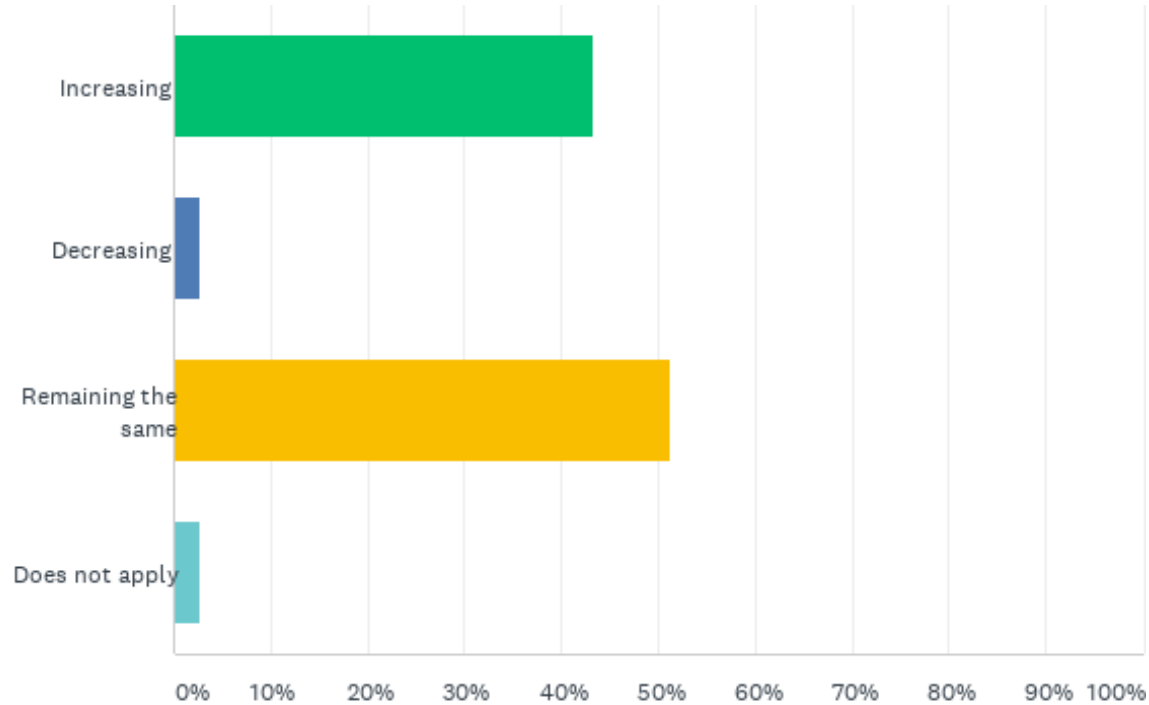
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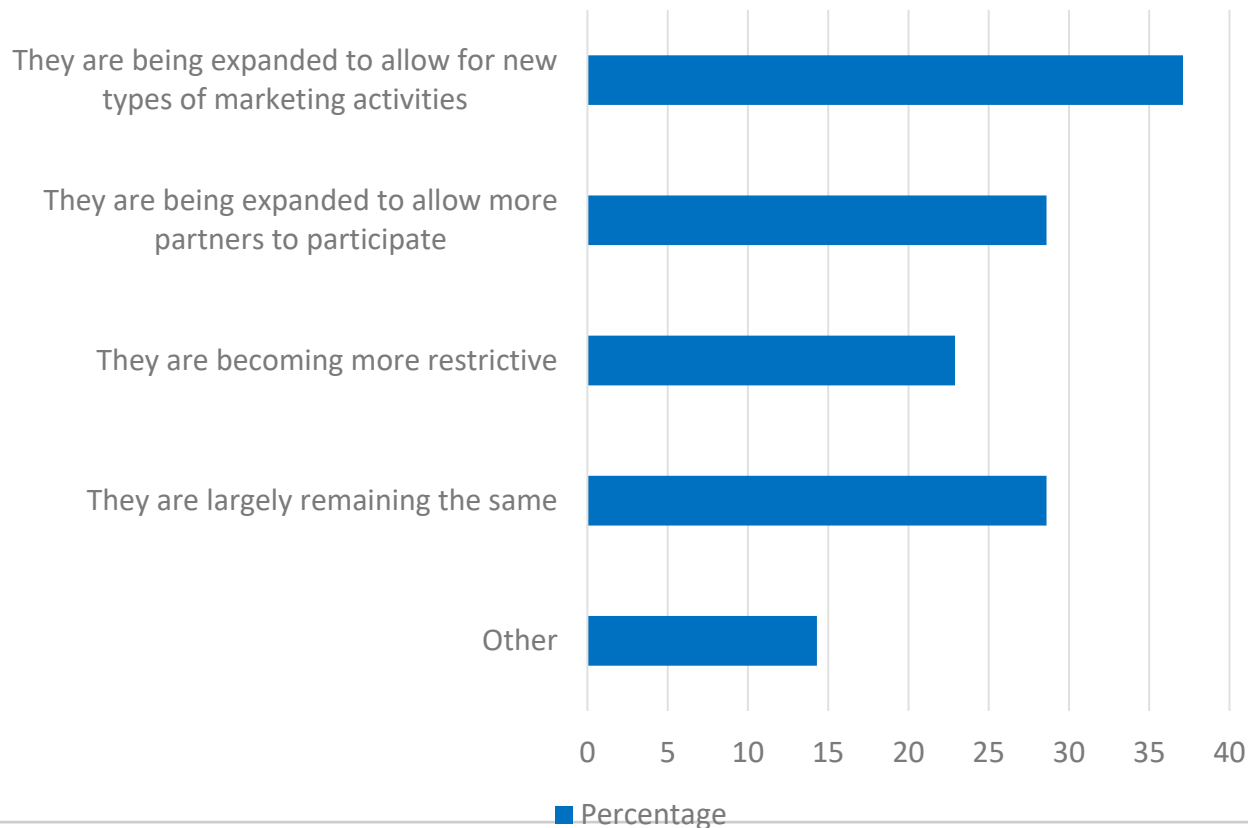


## Q17: Are you seeing partners' requests for compensation?

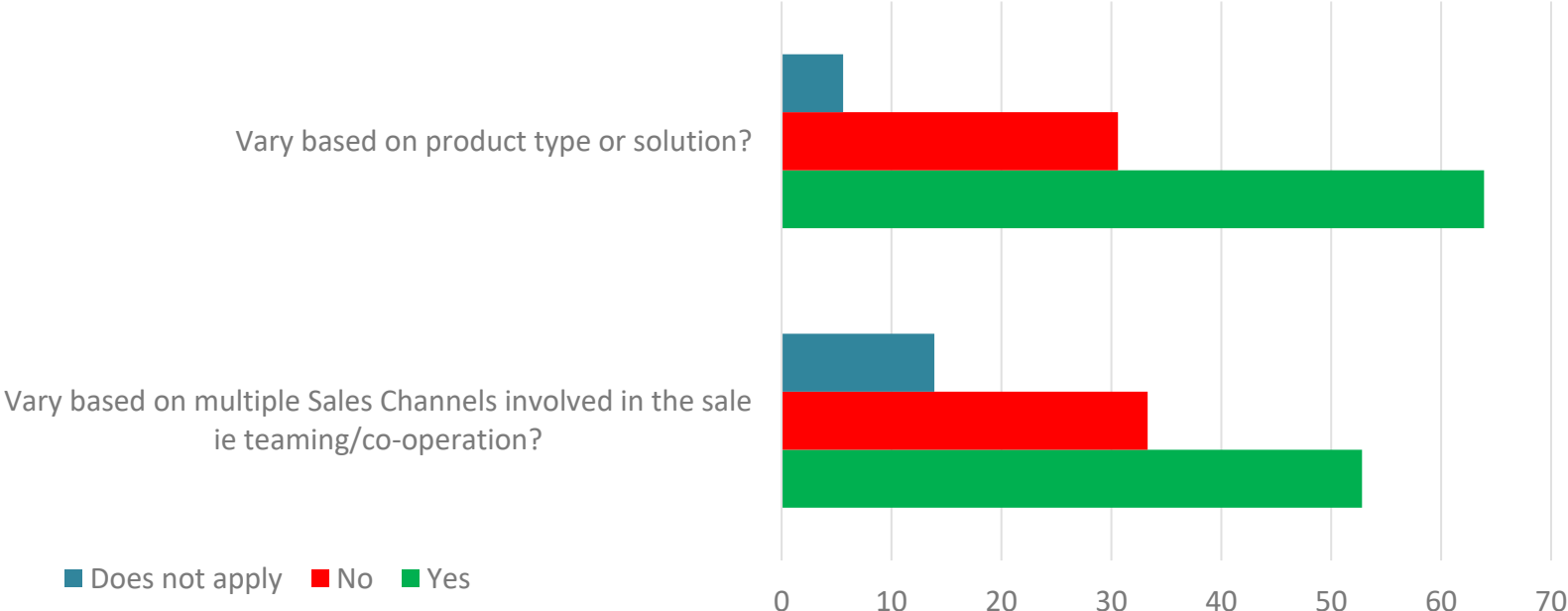
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## Q18: What best describes your overall approach to your MDF rules over the next 12 months (check all that apply)



# Q19: Does your compensation model?



# Q20: How....

