

# 2012 EAA National Sales Compensation & Practices Survey

## National and local pay data for sales and customer service positions

The **2012 EAA National Sales Compensation & Practices Survey**, published in February of 2012, reports base pay, variable pay, and total compensation information for **9,776** employees in **21** positions at **798** participating organizations throughout the country, including **40** from Northeast Ohio. Pay data are reported by types of compensation strategies (including straight salary, straight commission, salary + commission, salary + bonus, salary + commission + bonus, and combined compensation types) and by sales volume, industry, customer type, region, and geographic location - including Northeast Ohio. The survey also reports information on benefits, expense reimbursement, and incentive practices.

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