

Collection of Model Incentive Plans for Bank Employees



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The Collection of Model Incentive Plans for Bank Employees is a compilation of plans contributed by ABA Member banks plus key articles, samples, and "how-to" information. Among the approximately 100 plans, over 100 pages are devoted to sales incentive plans -- an area of particular concern for many bankers.

The Collection of Model Incentive Plans for Bank Employees is arranged by type of plan (e.g., Private Banking, Loan Officers, Business Development/Call Programs, Tellers) and by bank asset size so you can easily compare your bank to others. The Collection of Model Incentive Plans for Bank Employees also includes:

- an easy-to-find-what-you-want Table of Contents
- one-page outlines as well as lengthier, detailed plans
- a reasonable price:

A compilation of more than 90 model plans