

OSA National Sales Incentives

Activity	Incentive Pay
Account Presentation w/ Distributor Rep	\$20
Account Presentation w/o Distributor Rep	\$15
Account Visit	\$5
GSM Presentation	\$100
Chain Buyer Presentation	\$100
Trade Event: Entire Day	\$150
Trade/Media Event: Partial Day	\$75
In Store Consumer Tasting	\$75
Wine Dinner: Orders Taken	\$150
Wine Dinner	\$100
Wine Club Event: Orders Taken	\$75
Staff Training	\$30
Consumer Festival Orders Taken, Entire Day	\$150
Consumer Festival Orders Taken, Partial Day	\$75
Consumer Festival Entire Day	\$100
Consumer Festival Partial Day	\$50
Bonus 2+ Wine Dinners within 1 week	\$100
Bonus: 30+ Acct Presentation within 1 week	\$100