



## 2009-2010 National Sales Compensation & Practices Survey

The **2009-2010 National Sales Compensation & Practices Survey** was published in February of 2010 and contains up-to-date compensation, benefits, practices and expense allowance information for sales and customer service positions. **785** U.S. firms submitted data, which includes industry and regional breakouts (including Northeast Ohio) of comprehensive base, variable, and total compensation data for **9,592** individual employees in **21** positions, spanning a full sales force from executive to inside sales and customer service.

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