

Incentive Plan Survey

The Raines Group 2008 Incentive Plan

Please reference the current incentive plan in your 2008 Business Plan document. We want your feedback on what we do in 2008. Please fill out the below and put in Kathy Miggo's mailbox. We will use your feedback to create the new plan.

| Name | Degree of Motivation | | | | |
|---|----------------------|-------|---------|----------|-------------------|
| | Strongly Agree | Agree | Neutral | Disagree | Strongly Disagree |
| I like the current incentive plan. | 1 | 2 | 5 | 1 | |
| I like the \$2.00 recognition. | 2 | 3 | 3 | 1 | |
| We should take everything we award during the year and roll it into one cash reward for the agent with the highest sales. | 2 | | 3 | 4 | |
| The RCI trips motivate me to sell more. | 2 | 3 | 4 | | |
| We should award anyone who makes the goal they set for themselves in the prior year's business strategy. | 3 | 5 | 1 | | |
| My favorite incentive is the shopping trip. [*] (incl. Admin) | 2 7 | 4 | 2 | | |
| I feel like TRG should do more personal acknowledgements. | | 2 | 4 | 3 | |
| Instead of money I would like more one on one time learning from Ron and Sandy. | | 2 | 5 | 2 | |
| I enjoy the team building activities. | 5 | 4 | | | |
| I would take more admin support over \$\$ any day. | | 2 | 2 | 4 | 1 |
| Additional comments/ideas: | | | | | |