Dear [boss name],

At [company name], we pride ourselves on running a successful business that is both profitable and enduring. Our employees are our greatest asset, and we value them as people but also for the contributions they make toward our overarching goals. And I know you, of all people, understand the importance of efficiency in the workplace- especially as we continue to grow and scale.

But, here are some things you might not realize:

- Our team loses **8 to 12 weeks** manually calculating sales compensation over the course of a single year.

- Sales turnover is at an all time high. And, for each rep we lose it can cost more than **2x their salary** to replace them.

- And, **88% of spreadsheets contain errors**- most of them introduced by humans.

I wouldn't be doing my job if I didn't point out what these stats mean for our business and specifically for our sales compensation programs.

Let's face it, our current commission process involves too many hours of manual work, too many complicated formulas, and too many spreadsheets. The process is causing tension between the sales and finance teams and it feels like we've reached our boiling point.

The solution? A commission platform! A commission platform would allow us to automate this process using software that calculates commission based on predetermined criteria and allows us to easily track progress toward goals, generate earnings reports at any given time, and provides much more visibility for our sales counterparts. Think about it, a commission automation tool would save us both time and money in the long run.

I believe that by making this investment now, we can save ourselves from significant trouble in the future while ensuring our employees are being fairly compensated for their efforts.

Sales compensation is one of our biggest expenses. The risks we're knowingly taking here don't seem in line with our efforts to conserve budget and retain top talent.

I know you're just as committed to excellence as I am and I know we're typically aligned on matters like this. I hope you see where I'm coming from, and I can't wait to get your feedback.

Best,

Your Forward-Thinking Sales Compensation Manager

SPIFF