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The screenshot shows the top portion of the Sales Management Association's website. On the left is the logo for 'THE SALES MANAGEMENT ASSOCIATION'. To the right, a dark grey bar contains the text 'Welcome, Bee Profile Settings Log out'. Below this, a lighter grey bar displays 'Member Since Aug 18, 2010' and 'Your membership expires March 30th, 2012'. A navigation bar below that includes links for HOME, ABOUT, RESOURCES, EVENTS, COMMUNITY, BLOG, and CONTACT, along with a search box and a search button. The main header area is green and features the text 'Sales Management Matters' with a RSS icon and the subtitle 'The Sales Management Association's Blog'.

22 Sales Compensation: Make the Sausage (Don't Hide It)

Posted by SMA Admin

SMA underwriter *Better Sales Comp Consultants* has redesigned its site, which looks great. SBC's *Per Torgesen* provides an excellent series of posts there on practical tips for sales compensation plan design. His most recent covers "making the sausage" - the sometimes messy process of creating compensation plans for salespeople. ...

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20 Who's Focusing on Sales Education? (Since Top Business Schools Aren't)

Posted by Bob Kelly



Lots of new college graduates get thrown at sales jobs. Almost none of them planned on a sales career. But sales forces have a persistent need for new recruits, vague qualifications, and the promise of solid income - and that's a happy combination for many new grads, freshly sobered to economic reality and (more often than not) student loan obligations. Hiring firms harvest 1...

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This sidebar is located on the right side of the page. It features a search box at the top with the placeholder text 'Search blog entries' and a 'Search' button. Below the search box is a large blue rectangular area with the text '300x300 px' in white. Underneath this area is a 'Categories' section with three buttons: 'Categories', 'Topics', and 'Tags'. A list of categories follows, including 'Uncategorized', 'Sales Management Association', 'Sales Operations', 'Conferences', 'Media', 'Research', and 'Sales Compensation'.

A large blue rectangular box with the text '588x100 px' in white, centered within the box.



A slick compensation plan is often the harbinger of much bigger problems with sales organization effectiveness. Diagnose the the compo plan problem quickly enough, and you stand a chance of heading off disaster. Frequent SMA contributor Scott Sands