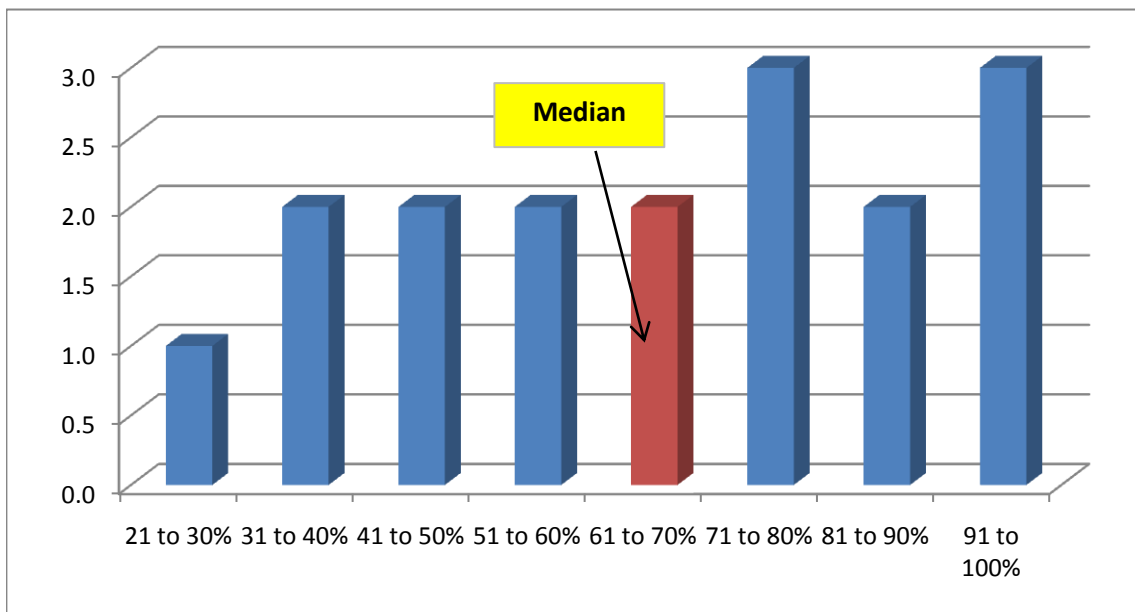


What percentage of your sales team do you think are satisfactorily motivated?

21 to 30% 31 to 40% 41 to 50% 51 to 60% 61 to 70% 71 to 80% 81 to 90% 91 to 100%
1 2 2 2 2 3 2 3



Notes:

1. The **MEDIAN SCORE was 67%**, and is shown in Red Font on the above data and chart.

2. Some managers provided verbal comments which helped to clarify their answers:

"Some of my sellers seem to always be motivated, but a few need constant attention and encouragement."

"Sometimes there are issues outside of work that cause an employee to become discouraged. I listen to the employee but can't always do anything about it."

"About 1/3 of the sales force is very motivated, 1/3 isn't, and the middle 1/3 varies from week to week."