

# The Khoury Consulting, Inc. Module

**Now you can set up employee goals, track revenue and calculate commissions — all from within RentWorks!**

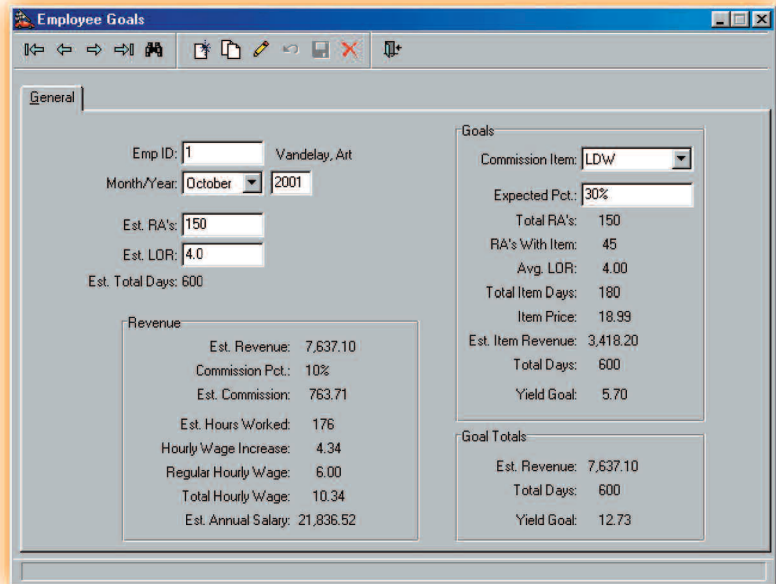
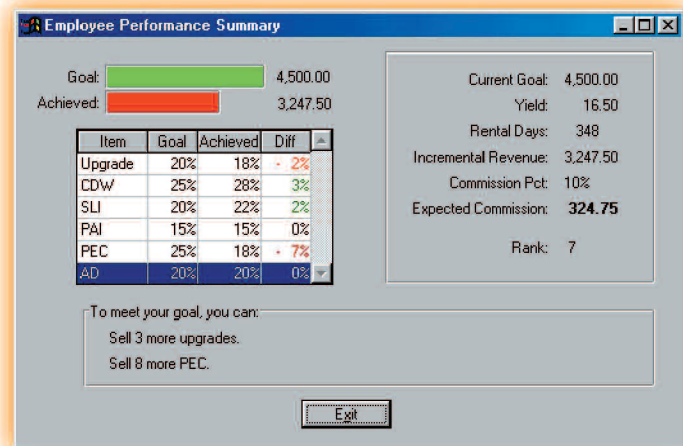
The Khoury Consulting, Inc. (KCI) module for RentWorks tracks each employee's monthly incremental revenue and calculates commissions. Each month, a manager sets up the employee's goal for incremental items. The KCI module will calculate values such as the penetration percentage, total revenue and yield for each item.

Throughout the month, your employees can view their progress toward meeting the established goals. They can see their penetration percentages month-to-date, with each percentage color-coded according to whether or not they have met their goals. The KCI module also provides employees with suggestions on how to achieve their goals, and displays their performance ranking based on the number of employees in the system.

Commission plans can be set up by total revenue, by yield, or on a per-item basis. Reports show each employee's contracts on a daily basis, with the incremental items on each contract, and commissions itemized by charge.

Managers have access to tools designed to encourage employees and improve their sales skills. Coaching and Feedback forms are used to evaluate employees and pinpoint strengths and weaknesses. (Available only if you have an agreement with KCI. Please contact Jim Bascom at KCI for more information.)

**Contact your Bluebird sales rep today for a demo and pricing information!**

Item	Goal	Achieved	Diff
Upgrade	20%	18%	- 2%
CDW	25%	28%	3%
SLI	20%	22%	2%
PAI	15%	15%	0%
PEC	25%	18%	- 7%
AD	20%	20%	0%

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