

Percentage-Based Stepped Bonus Plan Contingency Fee

In the bonus plan below, monthly or quarterly **revenue** targets are established with a bonus percentage accompanying each additional jump in revenue. The example below shows an attorney who has escalating revenue targets accompanied by escalating bonus percentages.

Bonus Plan Sample:

Monthly Revenue Goal	Bonus Percentage	Amount Paid to Producer	Additional Revenue To Firm
Up to \$3,000	5%	Up to \$150	$\$3000 - \$150 = \$2850$
\$5,001 -- \$8,000	6%	Up to \$480	$\$8000 - \$480 = \$7520$
\$8,001 -- \$12,000	7%	Up to \$840	$\$12,000 - \$840 = \$11,160$
\$12,001 -- \$15,000	8%	Up to \$1200	$\$15,000 - \$1200 = \$13,800$

Bonus Plan Worksheet: To suit your situation, establish the following two variables: Monthly Revenue Goals and the accompanying Bonus amounts to create your own plan, below.

Monthly Revenue Goal	Bonus Percentage	Amount Paid to Producer	Additional Revenue To Firm