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The **hidden cost** of commission confusion.

This guide is for you if...

...You're a sales leader with a team of reps on a commission plan. You rely on Salesforce* to drive clarity and performance. But when it comes to commission payouts, things aren't as clean as they should be.

**If that sounds familiar,
you're not alone.**

*We're now on Microsoft Dynamics too!





When reps don't trust their pay, they stop trusting everything else.

It doesn't take much. One late payout, one mistake, one confusing bonus breakdown - and suddenly your reps are questioning the whole system. They start tracking commissions themselves, second-guessing targets, and chasing numbers instead of closing deals.

Trust takes a hit. So does performance.

Errors don't just cost money. They cost focus.

A payout error rarely stays contained. Reps flag it. Managers get pulled into email threads. Sales leaders step in to explain or apologise. Admins scramble to fix it before payroll.

Your team isn't selling. It's firefighting.

A man with dark hair and a beard, wearing a blue t-shirt, is shown from the chest up. He has a thoughtful expression, with his right hand on his head and his eyes looking upwards and to the right. To his right is a large, blue, cloud-like shape containing white text. Below the cloud are three vertical arrows of increasing height, colored purple, dark blue, and blue from left to right. The background is a gradient of light blue to purple.

**And the ripple effect?
That's the
real cost.**



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The hidden time sink.

Let's do the math. If you're spending just half a day each month sorting out commission disputes or fielding "can you check this?" questions, that's 6 full working days a year.

You're an expensive resource. Your time is better spent leading, not fixing. And that's just you. Now multiply the impact across your managers, ops team, and reps. **Every shadow spreadsheet, every Slack ping, every side conversation adds up. Not just in minutes. But in momentum.**

Messy comp isn't just an admin headache. It's a performance drain.

What messy comp really does to your team: It slowly kills energy. Frustrated reps don't shout - they check out. Good people look elsewhere. Trust between teams frays. **By the time missed targets show up on the dashboard, the damage has already been done.**

Visibility changes everything.

When reps can see what they've earned, when leaders track progress in real time, when admins aren't stuck fixing errors late at night - it's a different culture entirely.

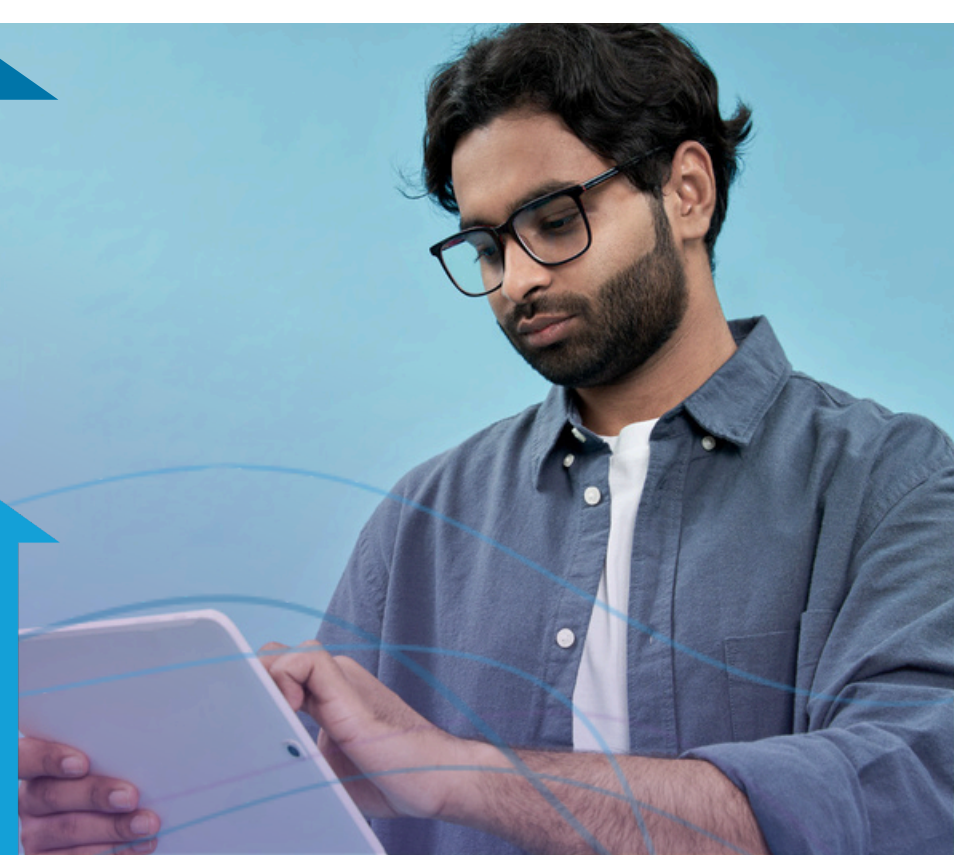
You're not just cleaning up spreadsheets. You're building trust. **And a team that trusts the numbers sells harder, faster, and more confidently.**



Your commission health checklist.

Five signs your sales comp process is causing more harm than good:

- You're firefighting, not leading**
You spend time chasing answers, defusing tension, or patching over issues that shouldn't be yours to fix.
- Reps don't trust the numbers**
They're doing side calculations, questioning payouts, or escalating every discrepancy.
- Payouts cause more noise than motivation**
What should feel rewarding sparks confusion, frustration, or conflict.
- You're stuck in reactive mode**
Mistakes and disputes keep cropping up, usually at the worst possible moment.
- Salesforce isn't your source of truth**
You're still relying on spreadsheets or shadow systems to track performance and pay.

A man with dark hair, a beard, and glasses is looking down at a tablet computer. He is wearing a blue button-down shirt over a white t-shirt. The background is a light blue gradient with some abstract white lines.

If you tick more than two, your comp process is probably breaking under pressure.



What you can do next?

You might not own the comp stack,
but when it breaks, it lands with you.
If this guide has hit home, the next
step is simple:

**Connect us with your comp
or Salesforce admin.**

Or if you want to see
it for yourself:

[Book a demo](#)

and see how ZINKT
clears the chaos.

zinkt.com

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