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Insights on Incentives



Insight on Incentives is a value-added offering for Ex\$ell customers that brings focus to the issue of developing effective incentive compensation plans for banks and credit unions. This value-added offering from NSS includes a one to two hour webcast presentation and discussion on best practices for implementing incentive compensation programs with a particular focus on the issues facing banks and credit unions. The presentation and discussion features the steps to be taken to implement a program using a checklist for quality assuring your end product – a successful incentive compensation program.

In addition to the webcast, Ex\$ell customers, at their option, will receive a monthly e-mail discussing one particular incentive compensation issue that we hope you find thought provoking and stimulates your thinking as you develop and evolve your incentive program.

Finally, Doug Pearson, the author of *Insight on Incentives*, is available as a consultant to facilitate the development of your incentive program. Mr. Pearson, brings over 20 years of experience in developing and researching the best practices for implementing effective incentive compensation plans.



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