

Module 3 - Study Guide

COMPENSATION:

How to Win the Employee Wage Game without Going Broke

People want to be paid _____, so pay them what is fair plus _____.

Flat pay scales work for average or below average performers, but do little to inspire *on fire performance* in employees who are attracted to work for above-average employers.

3 THINGS TO SET YOUR ORGANIZATION APART:

1. Strive for _____. (Employees know what their market rate is.)
2. Pay people _____ than you have to. (Company wins/employees win/customers win.)
3. Tie employee paychecks to _____. (Wage for time and time for wage system puts employees and employers at odds.)

"_____ for _____ isn't enough to motivate anyone."

You'll never get **MAXIMUM** effort and loyalty by paying your people the bare **MINIMUM**.