

Optimal Sales Results Are Powered by Better Sales Compensation Plan Designs



BSC has a simple mission – to offer our clients the best consulting experience, value, and solutions possible. We are proud to serve as trusted advisors who ensure our client sponsors achieve their objectives and can make their most important decisions with confidence.

[Please contact us to learn more!](#)

Are you confident in your sales incentive program? Would you like to be?

When it comes to sales compensation plans, everyone seems to have an opinion. But views are often limited to “how we’ve always done things” or “this worked at my last company”. Perhaps the best solution isn’t perfectly clear while competing ideas and nagging uncertainty undermine the confidence in your sales compensation program. That’s where the team at Better Sales Comp Consultants can help. Our consulting work builds confidence, as we help drive optimal sales results through better sales compensation plan designs and sales effectiveness solutions.

Senior-Level Guidance and Delivery

BSC’s model is unique – we only involve experienced consultants through every step of project delivery. Our clients aren’t paying for junior consultants to learn on the job. BSC team members average over twenty years of experience, and our clients notice the difference.

Best Practices Knowledge with Real-World Application

We’ve helped hundreds of clients across dozens of industries create actionable solutions. We anchor

our designs in cross-industry sales compensation best practices applied pragmatically and effectively to each unique situation.

Teaching Others How to Fish

“Give a person a fish, and you feed someone for a day. Teach a person to fish, and feed someone for a lifetime”. We don’t just create new plan designs – we teach our clients about sales compensation concepts and best practices to enable confident decisions today and tomorrow.

“It Takes a Village”

Sales compensation plan designs live at the intersection of sales management, finance, and human resources. Creating the best plan designs requires a collaborative fact-based process. We understand diverse stakeholder needs and feature the experience, ability, and approach to drive consensus.

Best Use of Your Consulting Spend

After years in leading roles with big consulting firms, Clinton Gott and Ted Briggs created BSC to be different. Our goal isn’t to be the biggest sales compensation design firm nor the one with the fanciest offices. Our clients aren’t paying to support such misplaced ambitions – our project budgets directly support the quality of consulting support received.



Contact

Better Sales Comp Consultants

578 Washington Blvd, Suite 1113
Marina Del Rey, CA 90292

info@bettersalescomp.com
www.bettersalescomp.com



Clinton Gott

Founding Principal
Los Angeles, CA



Ted Briggs

Founding Principal
Palm Springs, CA



Joe Clarkson

Principal
Chicago, IL



Per Torgersen

Principal
Chicago, IL