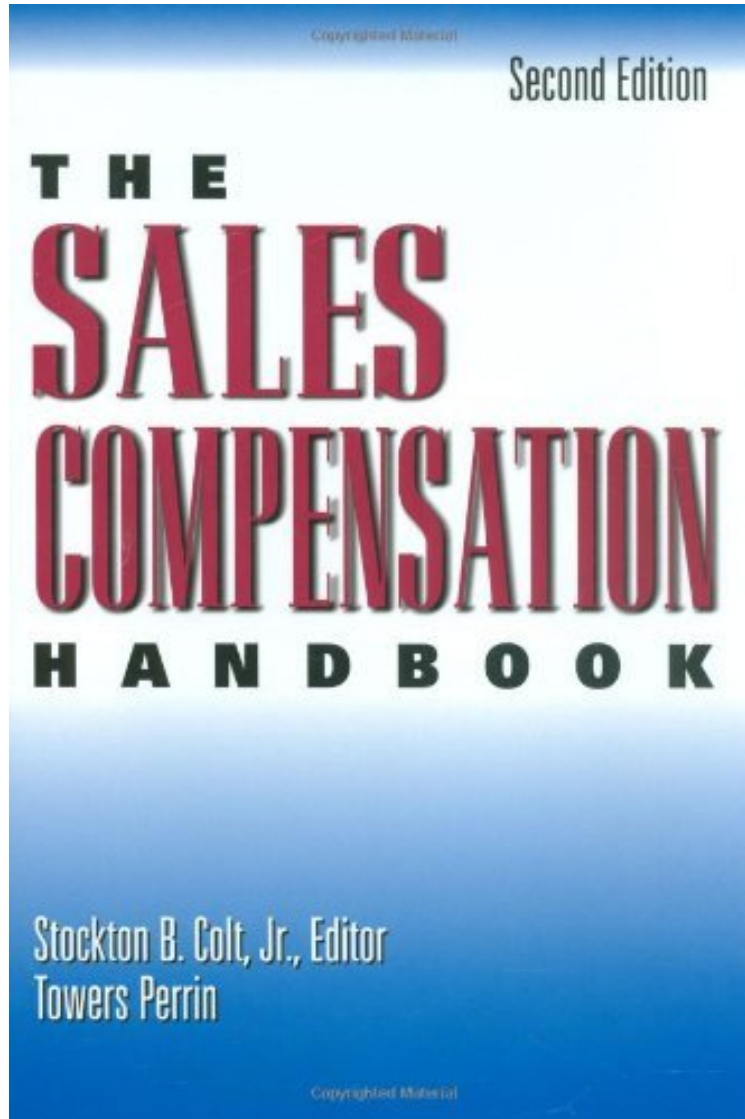


# The Sales Compensation Handbook

*Stockton B. Colt*

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About the Author STOCKTON B. COLT (Los Angeles, CA and Santa Fe, NM) is a principal at Towers Perrin, an internationally known consulting firm in the compensation field. He is also a frequent speaker on sales productivity and compensation.