

Assistant Manager Bonus Parameters

*Assistant managers' bonus earnings will be based on their employment status (part-time or full-time) for the month.

- Assistant managers must have a minimum of 20 hours worked/week for the month to be eligible for any monthly bonuses
- Part-time assistant managers (20-30 hours/week average) will receive 50% of the Assistant Manager Bonus
- Full-time assistant managers (30 hours+/week average) will receive 100% of the Assistant Manager Bonus

Sales Increase %

- Bonus will be \$5 x Sales Increase Percentage
- Example: \$5 x 3% Sales Increase= \$15 Bonus
- Bonus will be capped at 25% Sales Increase (\$125 Bonus)

Labor %

<u>Labor %</u>	<u>Bonus</u>
-14.50%	\$70
14.51 - 15.00%	\$60
15.01 - 15.50%	\$50
15.51 - 16.00%	\$40
16.01 - 16.50%	\$30
16.51 - 17.00%	\$20
17.01 - 18.00%	\$0
+18.01%	-\$20

Food Cost %

<u>Food Cost %</u>	<u>Bonus</u>
1.00% + Below Average FC	\$75
0.00-0.99% Below Average FC	\$50
0.01-1.00% Above Average FC	\$25
1.01-2.00% Above Average FC	\$0
+2.01% Above Average FC	-\$25

Upsell %

<u>Upsell %</u>	<u>Bonus</u>
<i>Subway Series:</i>	
60.00% +	\$40
50.00 - 59.99%	\$20
40.00 - 49.99%	\$0
00.00 - 39.99%	-\$10

Add On Sales %:

12.00% +	\$40
10.00 - 11.99%	\$20
7.50 - 9.99%	\$0
0.00 - 7.49%	-\$10