FOCUS GROUP DISCUSSION SESSION

Topic	Suggested Question(s)
Reaction to new plan	*"…describe your reaction to it."*
Comparison to prior year's plan	*"…better than prior year's plan; if so why; if not, why not?"*
Compensation and strategy	*"Describe relationship you see between strategy and how you are paid."*
Performance targets	*"…realistic?" "Likelihood that you can attain assigned goal(s)?"*
Selling behavior and earnings expectations	*"…anticipated change in selling behavior as result of plan…"* *"…earnings expectation under new plan – more or less than prior year"?*
Most/least liked plan feature(s)	*"…what do you like most/least about the new plan?"*