

WorldatWork®
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18

Can Compensation Basics Help Navigate the Evolving Workforce?

March 18, 2024





WorldatWork[®]
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18



Neil Sandefur
Director of Professional
Services | Salary.com



Shaun Drawdy
Senior Manager of
Compensation | Saia LTL Freight

Ask Us Anything!



Scott Werstlein
Sales Compensation Professional |
OpenSymmetry



Table of Contents

Topical Discussion – Success and Challenges

- Introduction of Question
- Round Table Discussion
- Hear from Panel and Round Table Share

Round Table Discussion Question

Discussion Question:

Is your job architecture meeting the needs of your organization? What are the strengths and weaknesses of your current framework?

WorldatWork[®]
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18

Round Table Discussion Question

Discussion Question: What changes has the push for pay transparency encouraged in your organization? Identify positive changes or challenges.

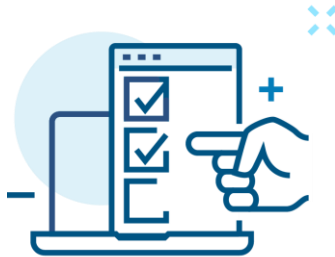
What actions have been taken and how effective have then been?

WorldatWork[®]
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18

Round Table Discussion Question

Discussion Question: How structured is your annual performance management process for sales? Describe components that have served your organization well and any you have learned to avoid.



WorldatWork[®]
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18

Ask Us Anything!



WorldatWork[®]
Total Rewards Association

TOTAL REWARDS
Summit Series: Atlanta
March 18



Thank you for attending



Please take a few minutes to
provide feedback for this
session on your event app.

WorldatWork[®]
Total Rewards Association

