

Management Sale Bonuses

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In this quarter's survey, we asked more than 100 owners of middle market aerospace and defense companies, who are considering selling in the near future, if they have formal sale bonus plans in place. While these may take various forms and structures, the term "Sale Bonus" encompasses any written agreement that provides incentive compensation for senior executives directly tied to a sale of the company. Most often they consist of stock options or a percent of sale proceeds, but they can also be set as a multiple of annual salary or flat dollar amount.

Information regarding our surveys

Our surveys are conducted in-house by the team at Alderman & Company, utilizing our proprietary database of more than 35,000 senior executives and professionals world-wide who are associated with mergers and acquisitions in the middle market of the aerospace and defense industry.

Do You Have Sale Bonuses in Place?

