

Insights, News & Events

COMMISSION PAY PLANS IN THE LIFE SCIENCES AND MEDTECH INDUSTRIES: COMPLIANCE, RISK, AND BEST PRACTICES

Event

Aug 12, 2026

1:00 pm - 2:00 pm EDT

As the life sciences and medtech industries continue to evolve, so do the challenges of designing compliant, competitive, and effective commission pay plans. Join Fisher Phillips' Life Sciences and MedTech Industry Team co-chairs Jim Fessenden and Brandon Kahoush for an informative webinar as they discuss the unique compensation considerations facing employers in this space. We'll explore how to structure commission plans that support business objectives while minimizing legal risk in an increasingly complex regulatory environment.

In this session, we'll cover:

- Key legal considerations when designing commission and incentive compensation plans
- Common pitfalls in commission agreements and plan administration
- Wage and hour compliance issues affecting sales employees
- Best practices for modifying or terminating commission plans
- Strategies for balancing business flexibility with employee expectations

Related People



Brandon Kahoush

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James C. Fessenden

Partner

Whether you're an HR professional, in-house counsel, compensation specialist, or business leader, this webinar will provide practical guidance to help you navigate today's compensation landscape with confidence.

The firm is submitting this webinar for HRCI/SHRM credit.

If you have any questions, please contact [Reilly McCallum](#).

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858.597.9600

Industry Focus

Life Sciences and Pharma