

We interviewed leaders of 10 organizations that have put salespeople on the payroll

SALES MODEL	ORGANIZATION	FIELD	DESCRIPTION OF SERVICES / PRODUCTS OFFERED
Directly to end beneficiaries	<i>Living Goods</i>	Public Health	Oral rehydration solution, contraceptives, Vitamin A, solar lights, cook stoves, etc.
	<i>BRAC</i>	Public Health / Microfinance	Microfinance products, maternal health products, tuberculosis and malaria medicine, nutrition products, etc.
	<i>Nurse-Family Partnership (NFP)</i>	Public Health	Provides home visiting programs with specially trained nurses for young, first-time mothers.
	<i>One Acre Fund</i>	Agriculture / Food Security	Seeds for food crops (e.g., maize), solar lights, fertilizers, tools, etc.
	<i>Roca</i>	Criminal Justice	Provides a four-year behavioral change program to high-risk youth who are not yet ready, willing, or able to change.
To other organizations	<i>Health Leads</i>	Public Health	Provides consulting services and technology platforms to health systems looking to address all social determinants of health for their patients, such as access to food and other social services.
	<i>Building Educated Leaders for Life (BELL)</i>	Education / Out-of School Time	Delivers high-quality summer learning programs to low-income, underperforming scholars by working in collaboration with school districts and other partners such as the YMCA.
	<i>Playworks</i>	Elementary Education	Provides safe, fun, and healthy play for schoolchildren during recess by working through districts and school principals.
	<i>College Summit</i>	College Enrollment	Provides high schools and school districts with programs in which students work to help influence their peers to enroll in college.
	<i>Year Up</i>	Youth Employment	Provides corporations with staffing solutions that help employ qualified urban young adults who completed a year-long Year Up training program.