Abstract
The proposed model presents a control system for sales executives of Pension Fund Administrators. Using the Cybersin method, performance, achievements and latency indicators were calculated. Based on these indicators, variables sales and support were defined, which are valuable variables in the functioning of these types of organizations and are used in measuring the performance of sales executives. A fuzzy inference system was designed with the help of MATLAB software to simulate the productivity of executives, using possible combinations of input variables to finally compare the result with established targets of the organization.

Keywords
Cybernetic, fuzzy logic, Retirement Funds.