



A sales commission is incentive pay to a sales representative person for successfully closing a sale. Companies often develop complex programs to reward sales representatives. The ruleset creation and combination capabilities of the Commissions module are extensive and approached in a sales representative centric manner.

The following are components of the Commission module:

### Sales Rep Definition

The commission rules for each sales representative are setup and defined one at a time. Fixed commissions can be generated based on the achievement of sales goal such as revenue, margin, or quantity of items sold. This is combined with setting baseline amounts, goals, and cap amounts. Individual rules may be crafted while still allowing for manual adjustments to the commission amount, bonuses and advances.

**Sales Rep Definition - CHRIS**  
Chris Lester

Definition		Activity				
Sales Rep	Name	Phone 1	Ext	Phone 2	Territory	Active
CHRIS	Chris Lester	610-258-5161				<input checked="" type="checkbox"/>
Contact ID	Title	Email		Comm Grp	Manager ID	Linked
CHRIS	Salesperson	clester@tiwcorp.com		SALES		<input type="checkbox"/>

Payables generated for this Sales Rep

Co ID	Locn	Currency
CHRIS	MAIN	

Payee Name: Chris

Last Payout	Last Amount	Advances
//	0.00	0.00

Notes

Commission Rules

Baseline: 0 Cap: 0 Frequency: Annual

Item	Customer	Sales Revenue	Tier % Rate
		0.00	5.00%
		100.00	8.00%
		1,000.00	10.00%
		10,000.00	12.00%

Combined Commission Rule Grids  Separate Cumulative Rule Grids

Item	Customer	Item Value	Total % Rate

Manager Commission: 0.00% based on Subordinate Commissions

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Two separate rules grids can be combined to create one cumulative rule or used independently and the results then summed.

There is support for a multi-tier split commission structure which permits manager commissions to be based on the sales of subordinates.

Payables may be generated for sales representatives or handled through a payroll system.

Commission activity has drill-down capabilities all the way to the document source.

## Commission Payouts

Individual payouts for a sales representative can be generated and recorded.

Log ID	Sales Rep	Name	Notes
NEW	CHRIS	Chris Lester	

  

Frequency	Date Range	Void Date
Monthly	11/01/2017 - 11/30/2017	//

  

Release Date	Post To	Document
12/01/2017	Pending AP	

  

### Commission Details

Item	Amount	Description
<input checked="" type="checkbox"/> Current Commission Balance	121.05	Invoices created in current period
<input type="checkbox"/> Outstanding Balance Forward	0.00	Invoices created in prior period and paid in current period
<input checked="" type="checkbox"/> Open Commission Advances	0.00	Reconcile of previous advances
<input checked="" type="checkbox"/> Payout Adjustments		
<input type="checkbox"/> Manual adjustments	10.00	
<input type="checkbox"/> Commission bonuses	0.00	
<input type="checkbox"/> Advances against future commissions	0.00	
<input type="checkbox"/> Other	0.00	
<b>Total payout amount</b>	<b>131.05</b>	

  

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The payout modifications include manual adjustments, bonuses, advances against future commissions, and a provision for an unknown adjustment.

## Mass Commissions

Generating commissions for numbers of sales representatives, versus one at a time, is supported.

Payables can be created that are unreleased, released, or the commissions can simply be recorded.

## Commission Periods

Commission periods can be created for an extensive range of frequencies.

Each sales representative can be assigned their own commission frequency.