



Commission Training Guide



Commission Basis



Commission Parameters

- COMM
- COMM.FRT
- COMM.FLAG
- COMM.PD.AR

CUSTOMER DETAIL MAINTENANCE

COMPANY 01 The Systems House, Inc

CUST # KESSLER KESSLER

1.SALESMAN 001 Salesman-001

2.STATEMENT Y

3.CREDIT LIM 0 18.INVOICE COMPLETE N

4.PRICE POINT 1 19.DELETE FLAG

5.DISC POINT 1

6.COMM POINT

7.COMM % 5.00

8.TOTAL DISC 0.00

9.INCLUDE S1 Y

10.INCLUDE S3 Y

11.INCLUDE S4 Y

12.INCLUDE S5 Y

13.INCLUDE S6 Y

14.INCLUDE S7 Y

15.SALESMAN 2

16.TEMPLATE#

17.PRODUCT LINE/SALESMAN

1.

2.

3.

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP	OK/END	INSERT	DELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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SALESMAN MAINTENANCE

Salesman # 001 Salesman-001

1.Warehouse 001 WAREHOUSE

2.Territory 02 NORTH EAST

3.Name Salesman-001

4.Address 1 344 Main Street

5.Address 2 Suite 2505A

6.Address 3

7.City SaddleBrook

8.State NJ

9.Zip Code 07760

10.Phone Number 973-777-8050

11.Email Address connie@tshinc.com

12.Commission % 12.00

13.Sales Quota

14.Commissionable Y

15.Vendor

16.PLine 1.

GL#

2.

17.Laptop Y

18.Goal 0

19.Comm Type 01

Sample Commission

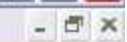
20.P/C	Description	Comm%
1. 001	ROOM DEODORIZERS	17.00
2. 002	CARPET CLEANERS	15.00
3. 003	SWEATERS	15.00
4. 004	SKI BOOTS	15.00
5. 005	TUBING AND VALVES	5.00

21.Load Percentage 7.5

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

start | Taskbar icons: Inbox - Micro..., AcouTerm 20..., Customer Re..., Microsoft Exc..., BASE-DASHB..., Microsoft ... | 2:50 PM



PRICE MAINTENANCE

Product 80533 I.V. Start Kit W/ Dress.

1.Line	Price	U/M	Qty Break	Disc%	Comm%
1.	425.00	/EA	25		2.00
2.	420.00	/EA	50		3.00
3.	415.00	/EA	75		4.00
4.	410.00	/EA	100		5.00
5.	405.00	/EA	200		7.00
6.	400.00	/EA	999999		10.00
7.					
8.					
9.					
10.					

2.Line#	UM	+/- Percent	+/- Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

Pricing by UM
(Enter * for UM to Apply Price to)

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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SALESMAN MAINTENANCE

Salesman # 001 Salesman-001

1.Warehouse 001 WAREHOUSE

2.Territory 02 NORTH EAST

3.Name Salesman-001

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5.Address 2 Suite 2505A

6.Address 3

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9.Zip Code 07760

10.Phone Number 973-777-8050

11.Email Address connie@tshinc.com

12.Commission % 12.00

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15.Vendor

16.PLine 1.

GL#

2.

17.Laptop Y

18.Goal 0

19.Comm Type 01

Sample Commission

20.P/C	Description	Comm%
1.	001	17.00
2.	002	15.00
3.	003	15.00
4.	004	15.00
5.	005	5.00

21.Load Percentage 0.0

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

COMMISSION TYPE MAINTENANCE

Commission Type

01

1.Description

Sample Commission

2.Table

	GP%	Comm%
1.	25.00	5.00
2.	30.00	6.00
3.	40.00	7.00
4.	50.00	10.00
5.	60.00	11.00
6.	70.00	12.00
7.	75.00	15.00
8.	80.00	16.00
9.	90.00	17.00
10.	100.00	20.00

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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SALESMAN MAINTENANCE

Salesman # 001 Salesman-001

1.Warehouse 001 WAREHOUSE

2.Territory 02 NORTH EAST

3.Name Salesman-001

4.Address 1 344 Main Street

5.Address 2 Suite 2505A

6.Address 3

7.City SaddleBrook

8.State NJ

9.Zip Code 07760

10.Phone Number 973-777-8050

11.Email Address connie@tshinc.com

12.Commission % 12.00

13.Sales Quota

14.Commissionable Y

15.Vendor

16.PLine 1.

GL#

2.

17.Laptop Y

18.Goal 0

19.Comm Type 01

Sample Commission

20.P/C	Description	Comm%
1. 001	ROOM DEODORIZERS	17.00
2. 002	CARPET CLEANERS	15.00
3. 003	SWEATERS	15.00
4. 004	SKI BOOTS	5.00
5. 005	LUBING AND VALVES	

21.Load Percentage 0.0

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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SALESMAN MAINTENANCE

Salesman # 156 IOM

1.Warehouse 001 WAREHOUSE

2.Territory

3.Name TOM

4.Address 1 123 MAIN STREET

5.Address 2

6.Address 3

7.City ANYWHERE

8.State NJ

9.Zip Code 07000

10.Phone Number

11.Email Address

12.Commission % 12.00

13.Sales Quota

14.Commissionable Y

15.Vendor

16.PLine 1.

GL#

2.

17.Laptop N

18.Goal 0

19.Comm Type 01

Sample Commission

20.P/C	Description	Comm%
1.		
2.		
3.		
4.		
5.		

21.Load Percentage 6.5

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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MONTHLY STANDARD COMMISSION REGISTER

DATE 08/20/08 PAGE 10
TIME 15:24:58

CO 01 The Systems House, Inc

SLS 001 Salesman-001

Load%: 7.5

ORIG #	CUSTOMER NAME	ORIG INTR	C/M NO DATE	TOTL	SALE AMT COME	COMM AMT	DISP TOTL	GR AMT	SP %	CR	TR
100099	GRACE Grace Customer	INV 503193	09/10	26.20	21.00 1000	1.57	14.00	17.00	54.1	0:	0#1
100000	GRACE Grace Customer	INV 503104	09/10	45.14	52.00 1000	2.08	29.50	22.50	43.3	0:	0#1
100088	GRACE Grace Customer	INV 503185	08/10	34.45	36.50 1000	1.30	22.50	14.00	38.4	0:	0#1
100088	GRACE Grace Customer	INV 503186	08/10	14.65	15.50 1000	0.79	7.00	8.50	54.5	0:	0#1
100088	GRACE Grace Customer	INV 503187	08/10	34.45	36.50 1000	1.30	22.50	14.00	38.4	0:	0#1
100088	GRACE Grace Customer	INV 503192	09/10	37.78	36.50 1000	1.30	22.50	14.00	38.4	02	0#1
100088	GRACE Grace Customer	INV 503197	09/18	34.45	36.50 1000	1.30	22.50	14.00	38.4	0:	0#1
100088	GRACE Grace Customer	C/M 131918 503198	08/24	-31.03	-32.83 1002	-3.04	0.00	-32.83	100.0	RA	0#1
100088	GRACE Grace Customer	INV 503198	08/24	106.78	105.10 0998	5.04	50.50	54.60	52.0	0:	0#1
100088	GRACE Grace Customer	INV 503199	08/25	67.95	59.09 1000	2.74	29.50	29.59	50.1	0:	0#1
100088	GRACE Grace Customer	INV 503200	08/25	61.16	59.09 1000	2.97	27.00	32.09	54.3	0:	0#1
100088	GRACE Grace Customer	INV 503201	08/25	92.05	89.90 1000	4.29	43.50	46.40	51.4	0:	0#1
100088	GRACE Grace Customer	INV 503202	08/25	32.93	31.82 0999	1.55	15.00	16.82	52.9	0:	0#1
100088	GRACE Grace Customer	INV 503206	08/28	286.34	303.00 1000	16.40	125.75	177.25	58.5	0:	0#1
100088	GRACE Grace Customer	INV 503207	08/28	281.56	297.95 1000	16.80	125.00	172.95	58.0	0:	0#1

UNALS

**** Open Commission Maintenance ****

Tnx INV* Co#/Inv# 01502464 Ctr 1.Slsm# 001 Salesman-001

Bill To UMC
 UNIVERSITY MEDICAL CENTER
 1 STATION PLAZA
 TEST 2
 THE CITY CENTER OF EDMO WA 07000

Ship To

Ln#	Item	Number	Prod	Desc	Qty	Ext	Cost	Ext	Sale	Comm%
1.	CF4mm1			Cats Eye/Optic Beads	1		50.00		52.50	40.00
2.										
3.										
4.										
5.										
6.										
7.										
8.										
9.										
10.										

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL ON Popup

Paid A/R Calculation Program

Capture:On

1. Company

Inquiry List

Settings Help

Company Options

All Company's

Company Range

Specific Company

END

Add OK Cancel

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	CAPT OFF	INQUIRY	CANCEL	Off	Popup
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04:06:45pm 20 Aug 2018
CO# 01 The Systems House, Inc

SALESMAN OPEN COMMISSION REPORT

PAGE 2

LUSS#	INVOICE#	TRA	INV DATE	QTY	EXT COST	EXT SALES	FORM	AMT	COMM#
SLS 001	Salesman-001								
	GRACE TONTI	001	0:50:455	INV 12/19/14	1	1.00	3.00	0.34	17.00
	PTCR	001	0:50:461	TRV 11/11/15	1	100.00	225.00	75.30	50.00
	GRACE AP-9511	001	0:50:461	INV 11/11/15	3	7500.00	7500.00	0.30	40.00
	UNC C24mm1	001	0:50:464	INV 11/17/15	1	50.00	52.50	1.30	40.00
	UNC 101	001	0:50:464	INV 11/19/15	1	1001.00	2.00	-220.30	40.00
	UNC AP-9511	001	0:50:466	INV 11/18/15	1	2500.00	2625.00	50.30	40.00
	UNC TONT5	001	0:50:466	INV 11/18/15	1	1.00	1.05	0.32	40.00
	UNC 101	001	0:50:466	INV 11/18/15	0	0.00	0.00	0.30	40.00
	RACHEL 102	001	0:130825	C/M 11/19/15	-1	-100.00	-200.00	-50.30	50.00
	UNC 3X-350L	001	0:50:467	INV 11/19/15	10	190.00	250.00	24.30	40.00
	GRACE AP-9511	001	0:50:471	INV 11/27/15	1	2500.00	3500.00	500.30	50.00
	GRACE AP-9511	001	0:50:474	INV 11/28/15	1	2500.00	3500.00	500.30	50.00
	IDBAL22 TONTI	001	0:50:475	INV 12/14/15	1	1.00	100.00	39.30	50.00
	IDBAL22 TONTI	001	0:50:476	INV 12/14/15	2	2.00	200.00	198.30	50.00
	REBATE REBATE	001	0:50:477	INV 12/10/15	1	40.00	100.00	36.30	50.00
	GRACE BAILLY	001	0:50:479	INV 12/22/15	2	44.00	200.00	124.30	50.00
	GRACE RICH	001	0:50:479	INV 12/22/15	2	0.00	20.00	20.30	50.00
	GRACE TRST/OT	001	0:50:479	TRV 12/22/15	1	50.00	100.00	25.30	50.00
	GRACE RICH	001	0:50:480	INV 12/22/15	1	0.00	10.00	10.30	50.00
	GRACE BAILLY	001	0:50:480	INV 12/22/15	1	22.00	100.00	52.40	50.00
	UNC KND2124	666	0:50:481	INV 12/22/15	350	2485.71	26902.50	12127.79	50.00
	UNC KND1500A	666	0:50:481	INV 12/23/15	200	1279.00	8058.00	6131.10	50.00
	UNC	666	0:50:481	INV 12/23/15	350	6227.90	65394.00	59156.10	50.00
	GRACE AP-9511	001	0:50:485	INV 12/20/15	1	2500.00	3500.00	500.30	50.00
	GRACE AP-9500	001	0:50:486	INV 12/28/15	1	3000.00	3000.00	0.30	40.00
	GRACE AP-9502	001	0:50:487	INV 12/28/15	20	400.00	400.00	0.30	40.00
	GRACE AP-9502	001	0:50:486	INV 12/20/15	25	500.00	500.00	0.30	40.00
	UNC	001	0:50:489	INV 12/28/15	2	2.00	2.50	0.30	40.00
	UNC	001	0:50:490	INV 12/28/15	2	2.00	4.00	1.30	50.00
	GRACE GRACE	001	0:50:491	INV 12/09/15	1	50.00	100.00	25.30	50.00
	GRACE GRACE	001	0:50:499	INV 12/16/15	1	50.00	100.00	25.30	50.00
	GRACE BJLK	001	0:50:501	INV 12/22/15	10	500.00	1000.00	250.30	50.00
	GRACE BJLK	001	0:50:504	INV 12/22/15	10	500.00	1000.00	250.30	50.00
	GRACE GRACE	001	0:50:505	INV 12/22/15	1	50.00	40.00	-4.30	40.00
	GRACE RICH	001	0:50:505	INV 12/22/15	1	0.50	2.00	1.30	50.00
	GRACE GRACE	001	0:50:506	INV 12/22/15	1	50.00	40.00	-4.30	40.00
	GRACE PTCR	001	0:50:506	TRV 12/22/15	1	0.00	10.00	10.30	50.00
	UNC PLSW10PP-2ED	001	0:50:507	INV 12/23/15	12	59.00	8.50	-20.30	40.00
	UNC PLSW10PP-6RN	001	0:50:507	INV 12/23/15	12	59.00	8.50	-20.30	40.00
	UNC PLSW10PP-2ED	001	0:50:508	INV 12/22/15	6	29.50	4.54	-9.30	40.00
	UNC PLSW10PP-6RN	001	0:50:508	INV 12/23/15	12	59.00	8.47	-20.30	40.00
	UNC 105	001	0:50:515	INV 12/29/15	144	3024.00	3679.20	252.30	40.00
	UNC 105	001	0:50:516	INV 12/29/15	144	3024.00	3679.20	252.30	40.00
	GRACE TS-HJMALOG	001	0:130836	C/M 11/17/15	-1	-50.00	-100.00	-5.30	50.00
	UNITED 105	001	0:50:571	INV 12/05/15	12	4395.00	5977.20	395.55	25.00
	GRACE GRACE	001	0:50:575	INV 12/30/15	1	50.00	100.00	5.30	50.00
	GRACE GRACE	001	0:50:576	INV 12/30/15	0	0.00	0.00	0.30	50.00
	UNC 105	001	0:50:551	INV 12/15/15	1	21.00	25.55	0.30	0.00
	GRACE GRACE	001	0:50:577	INV 12/17/15	1	50.00	100.00	5.30	50.00

04:11:59pm 20 Aug 2018
CO# 01 The Systems House, Inc

SALESMAN PAID COMMISSION REPORT

PAGE 2

LCUS#	INVOICE#	TRA	PAID DATE	INV DATE	QTY	RAT	COSE	GRU	SALES	CORN	AMT	CORN
SLS 001 Salesman-001												
RACHEL	0:501931	INV	05/02/03	05/02/03	1	10.00			20.00	0.50	5.00	
GRACE	0:501701	INV	12/30/03	12/31/03	1	25.00			43.00	4.50	25.00	
RACHEL	0:501244	INV	03/10/04	03/10/04	0	0.00			0.00	0.00	0.10	
UNC	0:501341	INV	06/24/04	06/24/04	1	5.00			0.00	-2.00	40.00	
UNC	0:501241	INV	06/24/04	06/24/04	1	12005.00			0.00	-4902.00	40.00	
RACHEL2	0:501426	INV	11/05/04	11/05/04	20	200.00			100.00	34.00	17.00	
AP3444	0:501437	I/V	11/16/04	11/16/04	-1	-7.00			-10.00	-0.51	17.00	
AP3444	0:501437	INV	11/16/04	11/16/04	1	7.00			10.00	0.51	17.00	
GRACE	0:130021	C/M	12/09/04	12/09/04	-1	-1.00			-3.00	-0.34	17.00	
GRACE	0:130021	C/M	12/09/04	12/09/04	-1	-1.00			-3.00	-0.34	17.00	
GRACE	0:130021	C/M	01/13/05	01/13/05		0.00			0.00	0.00	0.00	
UNC	0:501291	INV	03/25/04	03/25/04	1	321.00			378.00	22.80	40.00	
UNC	0:501291	INV	03/25/04	03/25/04	1	116.00			200.00	42.00	50.00	
UNC	0:501294	INV	03/25/04	03/25/04	1	116.00			200.00	42.00	50.00	
UNC	0:501295	INV	03/25/04	03/25/04	1	116.00			200.00	42.00	50.00	
UNC	0:501305	INV	04/12/04	04/12/04	1	120.00			200.00	0.00	0.10	
UNC	0:501310	INV	04/15/04	04/15/04	5	570.00			65.00	-202.00	40.00	
UNC	0:501311	INV	04/15/04	04/15/04	2	230.00			100.00	85.00	50.00	
UNC	0:501319	INV	04/20/04	04/20/04	2	640.00			720.00	32.00	40.00	
UNC	0:501320	INV	04/20/04	04/20/04	2	230.00			100.00	85.00	50.00	
UNC	0:501321	INV	04/20/04	04/20/04	4	400.00			200.00	170.00	50.00	
UNC	0:501321	INV	04/21/04	04/21/04	3	345.00			500.00	127.50	50.00	
UNC	0:501337	INV	06/10/04	06/10/04	1	995.00			210.00	-314.00	40.00	
UNC	0:501330	INV	06/22/04	06/22/04	1	5.00			10.00	2.50	50.00	
UNC	0:501356	INV	06/30/04	06/30/04	6	600.00			1350.00	0.75	0.10	
UNC	0:501357	INV	06/30/04	06/30/04	2	640.00			765.00	0.13	0.10	
UNC	0:501356	INV	06/30/04	06/30/04	2	640.00			765.00	12.50	10.00	
UNC	0:501360	INV	07/01/04	07/01/04	1	1.00			1.25	0.03	10.00	
UNC	0:501361	INV	07/01/04	07/01/04	200	1094.00			1250.00	15.00	10.00	
UNC	0:501367	INV	07/06/04	07/06/04	5	1600.00			1912.50	31.25	10.00	
UNC	0:501387	INV	09/22/04	09/22/04	10	1000.00			1750.00	75.00	10.00	
UNC	0:501386	INV	09/22/04	09/22/04	10	1000.00			1750.00	75.00	10.00	
UNC	0:501465	INV	01/18/05	01/18/05	0	0.00			0.00	0.00	40.00	
REBATE	0:130029	C/M	02/10/05	02/10/05	-1	-40.00			-100.00	-36.00	60.00	
REBATE	0:501476	I/V	02/10/05	02/10/05	-1	-40.00			-100.00	-36.00	60.00	
REBATE	0:501476	INV	02/10/05	02/10/05	1	40.00			100.00	36.00	60.00	
UNC	0:130030	C/M	02/28/05	02/28/05	-1	-1.00			-1.25	-0.10	40.00	
UNC	0:130031	C/M	02/28/05	02/28/05	-1	-1.00			-1.25	-0.10	40.00	
UNC	0:501484	INV	02/28/05	02/28/05	2	2.00			0.00	-0.80	40.00	
IJ21	0:501510	INV	03/29/05	03/29/05	0	0.00			0.00	0.00	40.00	
IJ21	0:501511	INV	03/29/05	03/29/05	0	0.00			0.00	0.00	40.00	
IJ21	0:501511	INV	03/29/05	03/29/05	0	0.00			0.00	0.00	40.00	
IJ21	0:501511	INV	03/20/05	03/20/05	0	0.00			0.00	0.00	40.00	
IJ21	0:501514	INV	03/29/05	03/29/05	0	0.00			0.00	0.00	40.00	
IJ21	0:501559	INV	04/29/05	04/29/05	0	0.00			0.00	0.00	5.00	
GRACE	0:501590	INV	06/24/05	06/24/05	0	0.00			0.00	0.00	10.00	
BENJ11	0:131196	C/M	08/15/08	08/14/08	-1	-5.00			-12.00	-0.70	10.00	
BENJ11	0:131196	C/V	08/15/08	08/15/08	1	5.00			12.00	0.70	10.00	
BENJ11	0:504096	I/V	08/15/08	08/15/08	-2	-10.00			-24.00	-1.40	10.00	