ASICOMP.COM

## How Do You Figure Commission?

Tammy Mason - 2022-07-20 - in Supervising

How Do You Figure Commission?

Explanation: When an invoice is processed, the system will calculate and post a commission for the appropriate salesperson based on the information on the invoice. Calculations can be paid for salespeople that are paid a flat percentage based on either sales or gross profit. Any other calculations should be made manually through the following option.
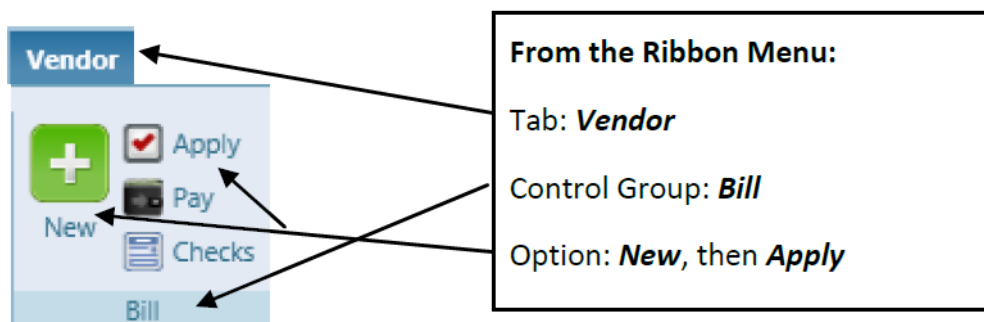
If a manual commission adjustment is necessary, you can enter it as a normal bill to a vendor with a few exceptions. Within **Bill-New**, change the Type to Salesperson and change Classification to denote commission. This payable will then be included with the other commission payable transactions and available for payment in the next check recorded for this salesperson.
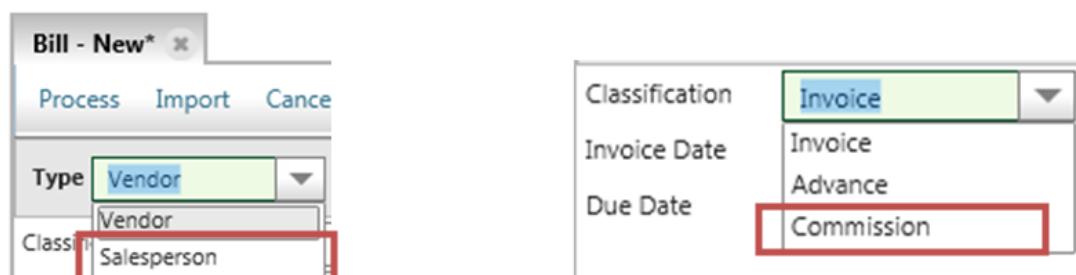
Attach more than one Salesperson to a Customer or Order?

Explanation: There are times when multiple salespeople can be placed on a resource (customer, program, quote, order or invoice). The system already allows multiple records to be added and each record can earn their own commission based on the Commission% column.

When adding the Salesperson(s) to a customer resource or an order or invoice there is a field available for "Sales/Cost Split %". This column indicates how much of the sales and cost (on the Quote, Order and Invoice) is reported for each salesperson. This column does NOT affect how much commission is calculated for each salesperson.

Primary	Name			Sales/Cost Split %	Commission %	Calculated On	With Table	
	BKB	Bob Keith Baker	Q Edit	80.00%	20.00%	Gross Profit %	(Select)	Q ✕
	CRC	Cindy Renae Carment	Q Edit	20.00%	10.00%	Gross Profit %	(Select)	Q ✕

In the above example, Bob would still receive 20% of the gross profit of the invoice as commission. Cindy would also receive 10% of the gross profit of the invoice as commission. On a sales report Bob would show 80% of the sales amount for this invoice and Cindy would show 20% for the sales amount. Example: On an invoice for $100.00, when a sales report for salespeople is run, Bob's report would show $80.00 and Cindy's would show $20.00 sales.