



Summary Sample

DATE: 02/22/2010

LOCATION 685 COMMISSION STATEMENT
FOR THE COMMISSION PERIOD 02/14/2010 THRU 02/20/2010

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ASSOCIATE NAME:	NICOLE JACKSON	EXP-CTR & SELLING AREA:	825-99
ASSOCIATE L1L2:	SA01	ASSOCIATE NUMBER:	685698
COMMISSION CODE:	W685	COMMISSION DESC:	SC
BASE RATE:	10.00	BENEFIT RATE:	36.45

Lev	Div	Dept	Class	Sales	Returns	Net Sales	Normal Comm Percent (NOTE-1)	Commission Amount
1	30	356	001	950.00		950.00	.080	76.00
1	31	650	035	1,345.00		1,345.00	.070	94.15
1	33	374	076	485.00		485.00	.075	36.38
1	33	614	063	1,675.00		1,675.00	.075	125.63
1	33	614	064		350.00	(350.00)	.075	(26.25)
1	33	619	076	1,295.00		1,295.00	.075	97.13
1	62	186	011	1,350.00		1,350.00	.070	94.50
1	62	605	026	202.50		202.50	.075	15.19
				=====	=====	=====		=====
Totals For Sales Period:				\$7,302.50	\$ 350.00	\$6,952.50		\$512.73

COMMISSION PAYMENT SUMMARY

TOTAL COMMISSION:	512.73	
LESS BEGINNING DEFICIT:	125.64	NOTE-2
LESS CURRENT PERIOD DRAW:	300.00	NOTE-3
	=====	
NET COMMISSION EARNED:	87.09	

NOTE-1 ACTUAL COMMISSION RATE MAY BE DIFFERENT FOR RETURNED MERCHANDISE IF ORIGINALLY SOLD AT DIFFERENT COMMISSION RATE

NOTE-2 THE DIFFERENCE BETWEEN DRAW AMOUNT PAID AND COMMISSION EARNED IN PREVIOUS COMMISSION PERIODS

NOTE-3 TOTAL DOLLARS PAID FOR HOURS WORKED 02/14/2010 THRU 02/20/2010

CONTENT:

BASE RATE: Current Draw Rate

BENEFIT RATE: Rate used to pay commissioned associates for their Paid Time Off (PTO), Legal Holidays, Jury Duty, and Death in the Family

NET COMMISSION EARNED: Net Commission that will be paid in your next paycheck.

If this is a negative amount (i.e., arrears), this amount will be your beginning deficit in your commission summary next week.

Note for New Hire Associate: If your arrears is followed by "**** 45 Days", the arrears will be wiped out; you will not have a beginning deficit next week.

COMMISSION STATEMENT: SUMMARY AND DETAILED

Detail Sample

DATE: 02/22/2010

LOCATION 685

WEEKLY SALES FOR ALL SALES ASSOCIATES

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ASSOCIATE NAME: JACKSON, NICOLE
SELLING AREA: 99
COMMISSION CODE: W685

EXPENSE CENTER: 825
ASSOCIATE NUMBER: 601698
CLASSIFICATION: F

TRANS DATE	TRX NUMB	TRX LOC	MD DV	MDS DPT	MDS CLS	UNIT	MRK DWN	TRX SCE	D F	C R	DISC AMT	SALES AMT	RET AMT	NET AMT	COMM AMT
02/16/2010	4103294	685	62	605	026	1		1Y	1		.00	202.50	.00	202.50	15.19
	2494884	685	33	614	063	1		1	1		.00	1,025.00	.00	1,025.00	76.88
														1,227.50	92.07
02/19/2010	720580	685	33	614	063	1		1	1		.00	650.00	.00	650.00	48.75
	720581	685	33	374	076	1		1	1		.00	485.00	.00	485.00	36.38
	2114403	685	33	614	064	(1)		1	1	Y	.00	.00	350.00	(350.00)	(26.25)
	2480549	685	31	650	035	1		1	1		.00	995.00	.00	995.00	69.65
	2480551	685	30	356	001	1		1	1		.00	950.00	.00	950.00	76.00
	2480565	685	33	619	076	1		1	1		.00	1,295.00	.00	1,295.00	97.13
														4,025.00	301.66
02/20/2010	2480579	601	31	650	035	1		1Y	1		.00	350.00	.00	350.00	24.50
	2480596	685	62	186	011	1		1	1		.00	1,350.00	.00	1,350.00	94.50
														1,700.00	119.00
												7,302.50	350.00	6,952.50	512.73

CONTENT:

TRANS DATE	Date of the Transaction	DF	Commission Level - Default is 1. (2 and 3 applies only to NY Store Fine Jewelry (Group 18), depending on % of Discount Given)
TRX NUMB	Transaction Number (3 Digit Register # + 4 Digit Transaction #)	CR	Credit, "Y" indicates that return matched the original transaction, hence commission will be taken back at the same rate it was originally paid
TRX LOC	Transaction Location (Store Location where the transaction occurred)	DISC AMT	Amount of Discount Customer Received
MD DV	Merchandise Division / Group	SALES AMT	Amount of Sale
MDS DPT	Merchandise Department	RETURN AMT	Amount of Return
MDS CLS	Merchandise Class	NET AMOUNT	Net Amount of Sale/Return
UNIT	# of Units per Transaction	COMM AMT	Amount of Commission Associate Received on this Transaction
MRK DWN	Markdown (Does not apply)		
TRX SCE	Transaction Source Code as follows: 1 = POS 3 = Locator Sales/Returns 5 = Productivity Adjustments 7 = Saks.com/Saks Direct 2 = Sales Audit Adjustment 4 = Matched Returns 6 = Sales Corrections Y = Indicates Assisted Sale		

COMMISSION STATEMENT: SUMMARY AND DETAILED



Commission Code Chart Sample

Commission_Code: W685

As of: 8/8/2011

TIER 1

Commission 9.0%

Group	Department	Class
28 FRAGRANCES	9999 OTHER	9999 OTHER
29 COSMETICS	9999 OTHER	9999 OTHER
30 MEN ACCESSORIES	9999 OTHER	9999 OTHER
33 MEN'S CLOTHING	670 FORMAL ACCESSORIES	9999 OTHER
33 MEN'S CLOTHING	775 ISAIA	76 SPORTCOAT

TIER 2

Commission 7.00%

Group	Department	Class
13 FASHION JEWELRY	9999 OTHER	9999 OTHER
16 AMER DESG NR COL	9999 OTHER	9999 OTHER
33 MEN'S CLOTHING	9999 OTHER	9999 OTHER
85 LSD HANDBAGS	804 DIOR ACCESSORIES	9999 OTHER
85 LSD HANDBAGS	813 GUCCI ACCESSORIES	9999 OTHER

TIER 3

Commission 3.0%

Group	Department	Class
84 LSD RTW	9999 OTHER	9999 OTHER
85 LSD HANDBAGS	9999 OTHER	9999 OTHER
86 LSD JEWELRY	9999 OTHER	9999 OTHER

TIER 4

Commission 6.0%

Group	Department	Class
999 OTHER	9999 OTHER	9999 OTHER

Commission is paid based on various tiers, each tier having a specific commission percentage.

Associate commission rates vary by store with groups, dept, and classes defined within each tier.

The different commission tiers categorize the Merchandise Groups / Dept / Class to be paid at the tier commission rate.

- Dept 9999 means all dept in this Group; Class 9999 means all classes in this dept.

Example:

Under Tier 1, all departments and classes in Cosmetics (Group 29) will be paid at 9%

- If Dept or class is not 9999, it means that only this particular dept or class will be paid at this rate, all other depts./classes will be paid at a different rate (look for this group in the succeeding tiers)

Example 1: Group 33 (Men's Clothing)

- All Classes (Cls 9999) in Dept 670 will be paid at 9%. (specified in Tier 1)
- Only Class 76 in Dept 775 will be paid at 9% (as specified in Tier 1)
- All other depts. (Dept 9999) and Classes (Cls 9999) in Group 33 other than the 2 aforementioned will be paid at 7.0% (Tier 2)

Example 2: Group 85 (Leased Handbags)

- All Classes (Cls 9999) in Depts 804 and 813 will be paid at 7%. (as specified in Tier 2)
- All other depts. and Classes in Group 85 other than the 2 above mentioned departments will be paid at 3.0% (Tier 3)

- The last tier in this chart is the catch-all commission rate. If the Group / Dept / Class is not specified in any other tiers, commission will be paid at this tier's rate (default rate)

Example:

Handbags (Group 39) is not specified in any of the tiers above therefore it will be paid at the default rate of 6.0%