

**Sales Commission Agreement**

**Listing of Variables (Form Blanks)  
Instruction Sheet**

1. **Name of Corporation**.....The full name of the Corporation that will be providing commissions to employees
2. **Address of Corporation**.....The office address of Corporation
3. **Abbreviated Name of Corporation** .....The short form name of Corporation that will be used throughout the Agreement
4. **Name of Employee** .....The full name of the Employee that will receive part of his or her compensation based upon in whole or in part revenues from the sale of products or services
5. **Director Monthly Commission High Margin Percentage**.....The percentage commission of sales revenue that exceeds a certain quota a director can receive if a director makes a High Margin Sale
6. **Director Monthly Commission Low Margin Percentage**.....The percentage commission of sales revenue that exceeds a certain quota a director can receive if a director makes a Low Margin Sale
7. **Director Pro Rata High Margin Percentage**.....The percentage commission of sales revenue that exceeds a certain quota a director can receive if a director makes a High Margin Sale but does not obtain the Monthly Quota
8. **Director Pro Rata Low Margin Percentage**.....The percentage commission of sales revenue that exceeds a certain quota a director can receive if a director makes a Low Margin Sale but does not obtain the Monthly Quota
9. **Director Override High Margin Percentage**.....Percentage commission received by Director through sales team High Margin Sales

- 10. Director Override Low Margin Percentage**.....Percentage commission received by Director through sales team Low Margin Sales
- 11. Sales Monthly Commission High Margin Percentage**.....Percentage commission received by a sales representative for a High Margin Sale if such sales representative meets its pro-rata Quarterly Quota
- 12. Sales Monthly Commission Low Margin Percentage**.....The percentage commission received by a sales representative for a Low Margin Sale if such a sales representative meets its pro-rata Quarterly Quota
- 13. Sales Pro Rata High Margin Percentage**.....The percentage commission received by a sales representative for a High Margin Sale if such sales representative does not meet its Monthly Quota
- 14. Sale Pro Rata Low Margin Percentage** .....The percentage commission received by a sales representative for a Low Margin Sale if such sales representative does not meet its Monthly Quota