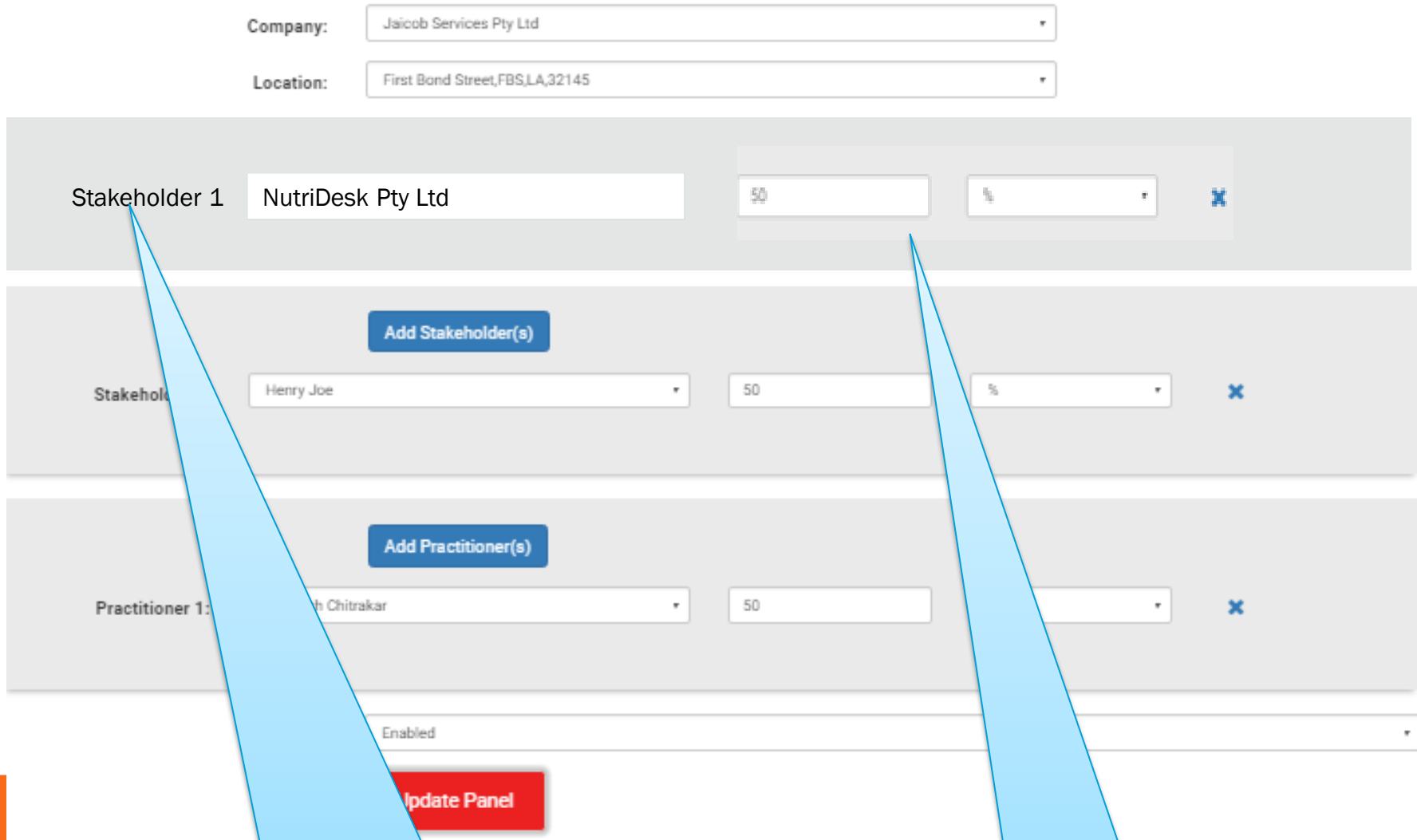
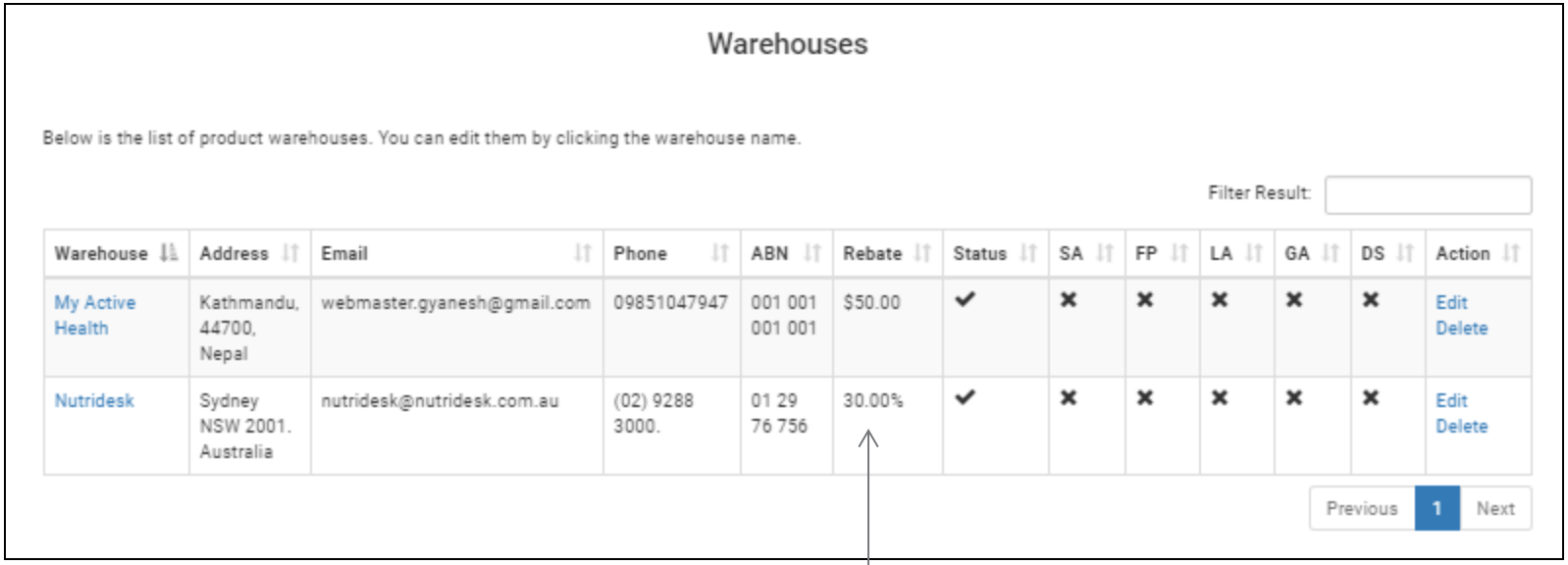
# COMMISSION PANEL CONNECTIONS




Stakeholder 1 is ALWAYS my company: NutriDesk Pty Ltd

Need these to adjust what NutriDesk gets




- The rebates for sales are already recorded in the warehouse
- Another rebate to be discussed for services will also be a known quantity



- Gyanesh works for Lisa King Services
- Gyanesh works at ‘Kathmandu High Medical Clinic’ (the panel ID)
- Gyanesh sells $150 worth of products at RRP in this location
- The rebate for Gyanesh is 30% of the RRP total
- Thus $150 x 0.3 = $45 Commission

Let’s look at how the commission panel at the ‘Kathmandu High Medical Clinic” is created

Company: Lisa King Services

Panel-ID Kathmandu High Medical Clinic

| | | | |
|---|---|---|---|
| Stakeholder 1 | NutriDesk Pty Ltd | 50 | % |
| Stakeholder 2 | Lisa King | 50 | % |
| Practitioner 1 | Gyanesh Chitrakar | 50 | % |

Commission left after commissions are paid to the practitioners.

Commission on Sales to each practitioner



- Gyanesh works for Lisa King Services
- Gyanesh sells $150 worth of products at RRP at Kathmandu High Medical Clinic
- The rebate is 30% of the RRP total
- Thus $150 x 0.3 = $45 Commission

Commissions

- Gyanesh earns $45 in commissions as above
- The panel states that Gyanesh keeps 50% of this commission (rebate)
- So Gyanesh gets to keep $22.5
- Thus $22.5 is distributed to Nutridesk and Lisa King as profits
- So Nutridesk gets $11.25 and Lisa King gets $11.25 as Stakeholders 1 & 2

Company: Lisa King Services

Panel-ID Kathmandu High Medical Clinic

| | | | | |
|---|---|---|---|---|
| Stakeholder 1 | NutriDesk Pty Ltd | 50 | % | $11.25 |
| Stakeholder 2 | Lisa King | 50 | % | $11.25 |
| Practitioner 1 | Gyanesh Chitrakar | 50 | % | $22.5 |

How Gyanesh's sale of $150 are distributed according to the panel's commission structure for the Panel-ID which is Kathmandu High Medical Clinic



Sales & Rebates

1. The products sold by Gyanesn in his My Sales for the $150 worth of products sold
2. These need to show up in the Warehouse (or Warehouses) that have supplied those products
3. These sales will show up under the Nutridesk login (essentially Nutridesk is admin)
4. These sales will need to show up under Lisa King Services as the main commission panel company that Gyanesh is working under
5. Companies need a separate login but Lisa King as a stakeholder or practitioner has one login for both of these. The sales will be under either Lisa King under a ‘Stakeholder’ heading or under a ‘Practitioner’ heading for sales made by Lisa King
6. So in this case where Gyanesh has made the sales, these will be logged in under Lisa King in her sales area under Stakeholder and then Sales Gyanesh on a particular date/time stamp

NB: The same applies to the rebates owing – these need to be recorded in the appropriate places as well

Company: Lisa King Services

Panel-ID Kathmandu High Medical Clinic

| | | | |
|---|---|---|---|
| Stakeholder 1 | NutriDesk Pty Ltd | 50 | % |
| Stakeholder 2 | Lisa King | 50 | % |
| Stakeholder 2 | Lisa King | 50 | % |
| Practitioner 1 | Gyanesh Chitrakar | 50 | % |
| Practitioner 1 | Gyanesh Chitrakar | 50 | % |
| Practitioner 1 | Gyanesh Chitrakar | 50 | % |

You need to ensure that I can add many stakeholders and many practitioners under the one Panel-ID

That means you have to really ensure that the coding will create all the right paths for sales and rebates (commissions) to everyone concerned in the panel including all the warehouses that have to provide the products for those sales that generate the commissions (rebates)

Remember the coding has to be sensitive to the %’s or $ value added for each stakeholder or practitioner