

COMMISSIONS/COMMISSION PANEL



The warehouse may give me different rebate %'s for different products or I may contact the manufacturer and try to get a deal for their products

Commissions based on individual product rebates



Product	Warehouse Rebate	RRP inc. GST	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89

If we just calculated commissions based purely on the RRP, then $\$210 \times 30\% = \$63$

You can see this is far less than taking each product's individual rebate and then the total commission of \$89 a \$26 difference

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89

The commissions to be split is based on this total.

We discussed whether this should be shown in the cart or rebate reporting area for a practitioner

Product Weight or Volume:

Measuring unit:

RRP\$: ☐ Gross

WSS:

Rebate:

Option:

Status:

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89

In the manage products area, each product has a field for a rebate -- as mentioned this is defaulted to 30% of RRP unless I put in a different figure in this box. It is this rebate that is the individual product or service rebate that will be used for the total commission to be calculated and split in the commission panels

Company: Lisa King Dietary Services ▼

Location: Fitness First Platinum ▼

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd ▼ 50 % ✕

Stakeholder 2: Lisa King ▼ 50 % ✕

Add Practitioner(s)

Practitioner 1: Sally Stevens ▼ 50 % ✕

Practitioner 2: Jason Robertson ▼ 50 % ✕

Status: Enabled ▼

Update Panel

Lisa King in Fitness First Platinum
In this location she has 2 practitioners and 1 stakeholder (Lisa herself) apart from NutriDesk which should be a default stakeholder in all commission panels

This is a sale made by Sally Stevens who sold these 3 products

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89



- The total rebate is \$89
- If you look at the commission panel previous slide, Sally has been set to have 50% of the total rebate for any sale she makes
- Thus Sally will get \$44.50 of this total rebate for her sale
- This leaves \$44.50 left to be divided by the two stakeholders --- Lisa King and NutriDesk
- Thus Lisa King will get a commission of \$22.25
- NutriDesk will get a commission of \$22.25

Note: I could have changed any of the %'s but this is how the system will work

- Those sales Sally Stevens made will be documented under the date these were made showing the rebates perhaps in the Sales area
- The rebate will need to be documented accordingly for Sally of \$44.50
- The rebates of \$22.25 owing to the stakeholders each will need to be documented in their rebate area
- This is generally how this will work



COMMISSION PANEL EXAMPLES



Company: Lisa King Dietary Services ▼

Location: Fitness First Platinum ▼

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd ▼ 50 % ✕

Stakeholder 2: Lisa King ▼ 50 % ✕

Add Practitioner(s)

Practitioner 1: Sally Stevens ▼ 50 % ✕

Practitioner 2: Jason Robertson ▼ 50 % ✕

Status: Enabled ▼

Update Panel

Lisa King in Fitness First Platinum
In this location she has 2 practitioners and
1 stakeholder (Lisa herself) apart from
NutriDesk which should be a default
stakeholder in all commission panels

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89

Company:

Location:

Add Stakeholder(s)

Stakeholder 1: 50 %

Stakeholder 2: 50 %

Add Practitioner(s)

Practitioner 1: 50 %

Practitioner 2: 50 %

Every practitioner in the bottom half of the panel will generate sales and a total commission based on individual product rebates
See above

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$100	\$50
Product B	30%	\$50	\$15
Product C	40%	\$60	\$24
Total		\$210	\$89



Sally Stevens

- Each practitioner in a panel will make sales
- The practitioner will get the % as indicated in the panel
- The stakeholders will divide what is left over according to the %'s determined in the panels

Company: Lisa King Dietary Services

Location: Fitness First Platinum

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd 75 %

Stakeholder 2: Lisa King 25 %

Add Practitioner(s)

Practitioner 1: Sally Stevens 50 %

Practitioner 2: Jason Robertson 30 %

Status: Enabled

Update Panel



- As mentioned previously, Sally Stevens has been allocated 50% of the **total rebates** generated by the sales she makes
- In the example given of \$89 total rebate and because in this Commission Panel, Sally Stevens is allocated 50% of this rebate, she gets the \$44.50
- The **remaining \$44.50** is divided by the Stakeholders **according to the %'s allocated to them** in the commission panel used for the sale

Product	Warehouse Rebate	RRP	Commissions
Product A	50%	\$80	\$40
Product B	30%	\$50	\$15
Product C	40%	\$120	\$48
Total		\$250	\$103



- Jason Robertson makes another sale under Lisa Kings team at Fitness First Platinum (see panel)
- Here the total commissions are \$103 for this sale by Jason

Company: Lisa King Dietary Services ▼

Location: Fitness First Platinum ▼

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd ▼ 75 % ▼ ✕

Stakeholder 2: Lisa King ▼ 25 % ▼ ✕

Add Practitioner(s)

Practitioner 1: Sally Stevens ▼ 50 % ▼ ✕

Practitioner 2: Jason Robertson ▼ 30 % ▼ ✕

Status: Enabled

Update Panel



- In this instance, Jason Robertson has been **allocated 30% of the total rebates** on any sale he makes
- His total rebate on the sale he made was \$103

What the practitioner gets

- Thus Jason Robertson will get \$30.9 ----($\$103 \times 30\% = \$30.9$)

What the stakeholders get

- What remains, i.e. $\$103 - \$30.9 = \$72.1$ will be divided between the Stakeholders Lisa King and Nutridesk
- However, in this panel, Nutridesk gets 75% of this - $\$72.1 \times 0.75 = \$54.1$
- Lisa King gets the remainder $\$72.1 - \$54.1 = \$18$

Company: Lisa King Dietary Services

Location: Fitness First Platinum

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd 75 % X

Stakeholder 2: Lisa King 25 % X

Add Practitioner(s)

Practitioner 1: Sally Stevens 50 % X

Practitioner 2: Jason Robertson 30 % X

Status: Enabled

Update Panel

What is left over
after the practitioner
gets their rebate
goes to the Stakeholders

Company:

Location:

Add Stakeholder(s)

Stakeholder 1:	Nutrdesk Pty Ltd	75	%	X
Stakeholder 2:	Lisa King	25	%	X

Add Practitioner(s)

Practitioner 1:	Sally Stevens	50	%	X
Practitioner 2:	Jason Robertson	30	%	X

Status:

Update Panel



One commission panel may have many practitioners in one location under the one company

Company: Lisa King Dietary Services ▼

Location: Fitness First Platinum ▼

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd ▼ 75 % ▼ ✕

Stakeholder 2: Lisa King ▼ 25 % ▼ ✕

Add Practitioner(s)

Practitioner 1: Sally Stevens ▼ 50 % ▼ ✕

Practitioner 2: Jason Robertson ▼ 30 % ▼ ✕

Status: Enabled ▼

Update Panel

Please ensure this works for any %

Please ensure these are accurately recorded in each person in this panel's rebate area

Please be careful to ensure that the system recognizes that different %'s can be added to different stakeholders and the various practitioners

The screenshot shows a web interface for adding stakeholders and practitioners. At the top, there are dropdown menus for 'Company' (showing 'Services') and 'Location' (showing 'Fitness First Place'). Below these is a blue button labeled 'Add Stakeholder(s)'. The 'Stakeholder' section contains two rows: 'Stakeholder 1' with 'Nutridesk Pty Ltd' and a value of '75', and 'Stakeholder 2' with 'Lisa King' and a value of '25'. Each row has a percentage dropdown set to '%' and a blue 'X' icon. Below this is a blue button labeled 'Add Practitioner(s)'. The 'Practitioner' section contains two rows: 'Practitioner 1' with 'Sally Stevens' and a value of '50', and 'Practitioner 2' with 'Jason Robertson' and a value of '30'. Each row has a percentage dropdown set to '%' and a blue 'X' icon. At the bottom, there is a 'Status' dropdown set to 'Enabled' and a red button labeled 'Update Panel'. Orange arrows point to the percentage input fields for each stakeholder and practitioner, and a blue callout bubble points to the 'Add Stakeholder(s)' button.

Company: Services

Location: Fitness First Place

Add Stakeholder(s)

Stakeholder 1: Nutridesk Pty Ltd 75 % X

Stakeholder 2: Lisa King 25 % X

Add Practitioner(s)

Practitioner 1: Sally Stevens 50 % X

Practitioner 2: Jason Robertson 30 % X

Status: Enabled

Update Panel