1.6 Commission

Apr 1-2:51 PM

Commission: an amount of money paid for selling a product or service

Commission Rate: A specified amount of money for each sale or a percent of the total value of sales

Straight Commission: Pay that consists only of money earned from sales

(Total Sales X Commission Rate) = Straight Commission

Apr 1-2:32 PM

CONVERT PERCENTAGES TO DECIMALS:

move decimal two places left

07.3% → .073

15% → .15

CONVERT DECIMALS TO PERCENTAGES:

Apr 2-10:29 AM

Find the straight commission:

1. $9,400 X 8% *commission rate*
2. $143,400 X 5.5% *commission rate* 7865
3. $10,539 X 6.2% *commission rate* 653.41

(9400)(.08) = $752

Apr 1-2:33 PM

Sales Position	Total Sales	X	Straight Commission Rate	=	Commission
Real Estate	$198,000	X	8%	=	
Computers	$18,100	x	2%	=	
Major Appliances	$9,598	X	1.5%	=	
Clothing	$8,250	X	9%	=	
Computer Supplies	$15,000	X	15%	=	
Auto	$68,417	X	12%	=	

Oct 22-8:35 AM

Jennifer sells commercial real estate at 7.5% straight commission. Last week her sales totaled $290,000. What was her commission?

(290,000)(7.5%)

(290,000)(.075)

= $21,750

Apr 1-2:48 PM

Sam earns 6.5% commission on sales of $4,226 as an advertising agent. What is his commission?

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Minimum Salary: Instead of only making commission, you might be guaranteed a minimum weekly or monthly salary.

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(commission rate)(total sales) + minimum salary = gross pay

Mar 31-2:35 PM

Michael sells chairs at Staples. He is guaranteed a minimum salary of $1,850 per month plus his commission of 6.25% of his total sales. What are Michael's total sales for a month in which his gross pay was $3,890?

$(.0625)(x) + (1850) = (3890)$

$-1850 \quad -1850$

$\frac{(.0625)(x)}{.0625} = \frac{2040}{.0625}$

$x = \$32,640$

Apr 1-2:49 PM

Andrew sells tennis equipment. He is guaranteed a minimum salary of $1,500 per month plus 5.75% of his sales. What are Andrew's total sales for the month in which his gross pay was $2,075?

$(.0575)(x) + (1500) = (2075)$

$-1500 \quad -1500$

$\frac{(.0575)(x)}{.0575} = \frac{575}{.0575}$

$x = \$10,000$

Oct 22-8:17 AM

Apr 1-2:49 PM

Oct 22-8:28 AM