

PROPOSED SALES COMMISSION FOR RETAIL STORES (BTB, DW)
* MINIMUM STORE SALES ACHIEVEMENT TO QUALIFY FOR THE COMMISSION SCHEME SHOULD BE AT 1,000,000
* COMMISSION AMOUNT WILL BE DIVIDED BY THE NUMBER OF STORE PEOPLE IN THAT STORE
* COMMISSION VALUE PER STORE/ BRANCH CAPPED AT 27,000

COMMISSION SCHEME BREAKDOWN			
SALES ACHIEVEMENT	90%	100%	120%
UNITS	0.08%	0.10%	0.15%
ACCS	0.14%	0.20%	0.25%

SAMPLE COMPUTATION

SALES TARGET										ACTUAL SALES										ACHIEVE										TOTAL AT 90%										STORE HEAD PROPOSED										CASHIER PROPOSED										TOTAL AT 100%										STORE HEAD PROPOSED										CASHIER PROPOSED										TOTAL AT 120%										STORE HEAD PROPOSED										CASHIER 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