

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%
UNITS	ACCS	0.08%	0.12%
UNITS	ACCS	0.14%	0.20%
UNITS	ACCS	0.20%	0.29%

SAMPLE COMPUTATION															
								90%		100%		120%			
SALES TARGET		ACTUAL SALES		ACHIEVE		UNITS		ACCS		TOTAL AT 90%		TOTAL AT 100%		TOTAL AT 120%	