	A	B	C	D	E	F	G	H	I	J
1							Markstown Insurances Ltd			
2										
3							Policy Sales: Bonus Calculations			
4										
5		Life	Misc.	Policies	Commission		Sales	Target	Total	Percentage
6	Salesperson	Policies	Policies	Total	Rate	Commission	Target	Bonus	Payment	Of Average
7	Sean	11	29	=SUM(B7:C7)	=IF(D7>100;55.75;43.25)	=D7*E7	=HLOOKUP(A7;$B$16:$G$17;2)	=IF(AND(D7>G7;E7=55.75);5000;IF(AND(D7>G7;E7=43.25);4000;2000))	=F7+H7	=I7/$I$14
8	Elinor	12	67	=SUM(B8:C8)	=IF(D8>100;55.75;43.25)	=D8*E8	=HLOOKUP(A8;$B$16:$G$17;2)	=IF(AND(D8>G8;E8=55.75);5000;IF(AND(D8>G8;E8=43.25);4000;2000))	=F8+H8	=I8/$I$14
9	Gary	43	61	=SUM(B9:C9)	=IF(D9>100;55.75;43.25)	=D9*E9	=HLOOKUP(A9;$B$16:$G$17;2)	=IF(AND(D9>G9;E9=55.75);5000;IF(AND(D9>G9;E9=43.25);4000;2000))	=F9+H9	=I9/$I$14
10	Michael	23	78	=SUM(B10:C10)	=IF(D10>100;55.75;43.25)	=D10*E10	=HLOOKUP(A10;$B$16:$G$17;2)	=IF(AND(D10>G10;E10=55.75);5000;IF(AND(D10>G10;E10=43.25);4000;2000))	=F10+H10	=I10/$I$14
11	William	67	55	=SUM(B11:C11)	=IF(D11>100;55.75;43.25)	=D11*E11	=HLOOKUP(A11;$B$16:$G$17;2)	=IF(AND(D11>G11;E11=55.75);5000;IF(AND(D11>G11;E11=43.25);4000;2000))	=F11+H11	=I11/$I$14
12										
13					Total:	=SUM(F7:F11)		Total:	=SUM(I7:I11)	
14					Average:	=AVERAGE(F7:F11)		Average:	=AVERAGE(I7:I11)	
15										
16	Salesperson:	Michael	Elinor	Brian	William	Sean	Gary			
17	Sales Target:	95	95	85	110	65	110			
18										
19	Name:	Fachtna Roe								
20	Date:	=TODAY()								