

= Commissions and Fees =

" Commissions and Fees " is the twelfth and penultimate episode of the fifth season of the American television drama series *Mad Men* and the 64th episode of the series overall . It is co -@-@ written by Andre Jacquemetton and Maria Jacquemetton , and directed by Christopher Manley . It aired on the AMC channel in the United States on June 3 , 2012 .

It is now February , 1967 . Don (Jon Hamm) discovers that Lane (Jared Harris) stole money from the company and fires him . Sally 's (Kiernan Shipka) childhood comes to an end while she has a rendezvous with former neighbor Glen Bishop (Marten Weiner) . After Don expresses a yearning for more , Roger (John Slattery) gets him a meeting with Dow Chemical , a client that could shape the future of the company . When he returns home , Lane falls into a melancholic depression and loses hope for the future .

The episode received critical acclaim . The audience for " Commissions and Fees " rose from the previous episode and was watched by 2 @.@ 41 million viewers . It was also watched by 0 @.@ 8 million viewers in the age 18 @-@ 49 demographic , another gain . The resolution of main character Lane Pryce 's story received heavy media attention .

= = Plot = =

Lane has breakfast with a member of the American Association of Advertising Agencies , who praises his fiscal track record and asks him to serve as head of the association 's fiscal control committee . He accepts . Examining the company financial records , Bert Cooper (Robert Morse) finds Lane 's forged check and accuses Don of giving an unauthorized Christmas bonus . Don calls Lane into his office , shows him the check and serves him a drink . Lane pretends to be ignorant at first , but then apologizes while arguing that he was only taking his own money that he had previously invested and for which he had not been compensated . Don demands his resignation and gives him the weekend to think of an " elegant exit " , assuring him that this is the worst part of starting over . Lane wanders over to Joan 's (Christina Hendricks) office with the drink still in his hand , but she sends him away after he makes a lewd comment .

At a partners meeting , Pete (Vincent Kartheiser) says Jaguar would like to pay SCDP via a fee structure instead of straight commission . He adds that Jaguar 's tire supplier , Dunlop , is interested in meeting with SCDP . Later declaring that he is tired of meager accounts , Don tells Roger to arrange a meeting with Ed Baxter at Dow Chemical Company . Roger calls Dow the " Moby @-@ Dick " of accounts and reminds him that Ken Cosgrove (Aaron Staton) is hesitant about doing business with his father @-@ in @-@ law , but Don does not care . Over drinks , Roger tells Ken they are going after Dow Chemical but assures him he is not obligated to work on the account . Ken agrees to keep the proceedings secret from his wife if Roger agrees to force him onto the account and to exclude Pete from all meetings . Roger tells Don he arranged a meeting with Baxter on Monday .

As Betty Francis (January Jones) packs for a family ski vacation , Sally complains that she would rather spend the weekend with Don and Megan (Jessica Paré) . An angry Betty calls Don to say she is dropping Sally off at his apartment . To Megan 's surprise , Sally shows up at the apartment and informs her that she will be staying for the weekend . Megan later complains to Don for not telling her about Sally 's visit . Don confides that he had to fire Lane for embezzlement . Lane arrives home drunk to find that Rebecca has surprised him with a new Jaguar . She tells him her reasoning ? he never spends on himself . He vomits , but , the next morning , reassures Rebecca (Embeth Davidtz) that he likes the car . Lane attempts to commit suicide in the middle of the night using the new car 's exhaust , but , in an ironic confirmation of Cooper 's earlier retort of Jaguars that " They don 't start ! " , the car fails to start . He then walks into SCDP 's empty office and types a letter at his desk .

Sally invites Glen to visit while Don and Megan are at work the next day . He agrees . The next morning , she waits for Megan to leave the apartment before rushing to change out of her pajamas . Glen arrives at the Draper apartment . They visit the American Museum of Natural History . He

admits that he told friends he was going to " do it " with her , but that he thinks of her as a little sister . Feeling ill , Sally runs to the bathroom and finds blood on her underwear . Arriving home , Megan looks for Sally and sees Glen 's duffel bag . Sally takes a cab to the Francis house and sprints to the bathroom . She later hugs Betty tightly and explains that her menstrual cycle has started . Glen shows up at the Draper apartment and tells Megan that Sally left him at the museum . Betty phones and tells her that Sally " became a woman today , " and just needed her mother . Megan insists Glen stay until she can drive him to his train . Betty gives Sally a hot water bottle and assures her that starting her cycle means " everything is working . "

Roger rallies Don as they wait outside Baxter 's (Ray Wise) office . Inside , Don puts aside Baxter 's concerns about the advertised anti @-@ smoking letter and insists Dow Chemical needs a new agency , despite having 50 % of the market share . Don chides Baxter and his staff for allowing Dow to be satisfied with a 50 % market share when they should go after more - and SCDP is the agency that can help them do it .

Lane 's secretary drops off some company records with Joan , saying Lane has not arrived and his office door is locked . Joan tries to open Lane 's door to find it blocked , and is disturbed by a foul odor and the sight of an upturned end @-@ table . She goes into the neighbouring office , where Pete , Harry and Ken are conversing , and informs them . Pete hops up onto a couch to look into Lane 's office through the partition window ; he claps his hand over his mouth in shock , and Ken holds Joan as she bursts into tears . Back from their meeting with Dow , Don and Roger arrive to a nearly empty office . They soon discover Cooper , Pete and Joan seated in the break room and are informed by them that Lane hanged himself . Cooper tells them the other employees do not know yet , and were sent home on a contrived pretext . Don , Pete , and Roger force their way into Lane 's office and find his corpse dangling from the door . They cut it down and place it on the couch to preserve his dignity , against the advice from the police about not tampering with a crime scene . Roger picks up a note from the floor and opens it . He tells the group that it is Lane 's boilerplate resignation .

At home , Don offers to drive Glen back to his dormitory at Hotchkiss in Connecticut . Glen states that " everything you think is going to make you happy just turns to crap . " Don asks what Glen would do if he could do anything ; later in Don 's car , Glen drives and smiles as Don helps him steer .

= = Production = =

Jared Harris was told after the tenth episode read @-@ through by series creator Matt Weiner that Lane Pryce 's time was at an end . About Lane 's forced retirement , Harris stated : " In the beginning , he doesn 't know that 's the reason he 's being called into the office . Once it comes up , he thinks he can bluff his way out of it . And then he goes through all of these emotions , from anger to denial to depression to acceptance . It was all written in there . The [script] was very specific about the different turns he would take . " Harris continued about his character 's subsequent suicide : " When Matt told me [the Jaguar] idea , I laughed my ass off . When he said the car doesn 't start , I just laughed for about five minutes . Nothing goes right for [Lane] ... The sadness that I feel is that it 's been such an amazing experience . " Pete 's (Vincent Kartheiser) , Don 's (Jon Hamm) , and Roger 's (John Slattery) " shocked and chaotic " reactions to Lane 's corpse were the actors ' genuine reactions , according to Harris .

Series creator Matthew Weiner called the decision to write off Lane Pryce " a terrible thing to have to deal with . " He added , " You want to make sure that it 's worth it , that they 're going out with a bang and you 're not sacrificing someone who 's a great actor and a great musician in the orchestra . But also I feel like there have to be stakes . This year was filled with foreboding of violence and death , and the connection of that early summer between the riots , which resulted in death , police killing innocent people , and the Richard Speck murders and the guy on the Texas tower [Charles Whitman] . The randomness and the nihilism that was born from that was something that permeated the story . Lane 's story I thought was about someone who has undervalued themselves and that was his only way out , he thought . "

= = Reception = =

= = = Critical reception = = =

The episode received critical acclaim . Alan Sepinwall of HitFix wrote about the " palpable , painful sense of dread throughout this episode " , stating : " Though Lane 's tax trouble seemed to come out of nowhere a few weeks ago ... all of his behavior , and Don 's , felt very true to form , and not like characters acting in a way designed to create a specific end point . Lane was doomed , but by his own actions and foibles as much as by any plot engineering to get that noose around his neck . " The Guardian 's Paul McNnes felt the series was " recovering its poise " on its way to the season finale , stating : " After dallying with melodrama (Pete and Beth Dawes , Harry and Hari Kinsey) , the show has moved back towards the darker , more sophisticated narratives of cause and unexpected consequence . This week Lane may have taken his own life , but Don also got his mojo back and the two were directly related . " Verne Gay of Newsday compared the characters of Lane Pryce and Don Draper , stating : " Both have secret lives protected by carefully constructed façades . For both , the façade is everything ? and Lane 's would simply fall away , like a line of dominoes when confronted with the consequences of his lie . A lie , after all , made in the service of his son . "

= = = Ratings = = =

" Commissions and Fees " was watched by 2 @. @ 41 million viewers and received an adult 18 @- @ 49 rating of 0 @. @ 8 .

= = = Accolades = = =

This episode received a nomination for Outstanding Writing for a Drama Series for the 64th Primetime Emmy Awards .

Due to his nomination , Jared Harris submitted this episode for consideration for Primetime Emmy Award for Outstanding Supporting Actor in a Drama Series for the 64th Primetime Emmy Awards .