**IPO chart:**

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| --- | --- | --- |
| Input: | Processing: | Output: |
| lastName: Salesperson's last name (user input).  sales: Sales amount (user input). | calculateCommissionAndTarget(sales): A function that takes sales as input, calculates the commission (10% for sales over $100,000 and 5% otherwise) and nextYearTarget (5% of sales), and returns both. | commission: The calculated commission based on the sales amount.  nextYearTarget: The calculated next year's target. |

**Code:**

def calculateCommissionAndTarget(sales):

if sales > 100000:

commission = 0.10 \* sales

else:

commission = 0.05 \* sales

nextYearTarget = 0.05 \* sales

return commission, nextYearTarget

def main():

lastName = input("Enter salesperson's last name: ")

sales = float(input("Enter sales amount: "))

commission, nextYearTarget = calculateCommissionAndTarget(sales)

print("\nSalesperson Information:")

print(f"Last Name: {lastName}")

print(f"Sales: ${sales:.2f}")

print("\nCalculated Results:")

print(f"Commission: ${commission:.2f}")

print(f"Next Year's Target: ${nextYearTarget:.2f}")

if \_\_name\_\_ == "\_\_main\_\_":

main()