

# Membership Commission Options

*A detailed account of all the options Shape has for generating commission on the sale of a membership.*

## Commission Set up

*Functions-> Users-> Add User -> Salesperson*

### Common Currency or Flat Rate Options


The below will pay out a flat rate of \$50 based on the number of membership sold. For example 2 memberships sold, \$100 commission will be paid out.

Rate Type:	Currency	Based On:	Count
Level 1 Rate:	50		

The below will pay out a flat rate of \$5 based on each membership payment made. For example, 12 memberships sold, only 10 are paid for that month the sales commission is \$50 for the month.

Rate Type:	Currency	Based On:	Each Payment Received
Level 1 Rate:	5		

The below will pay out a flat rate based on the type of membership sold. Each membership type will need to be given a commission code. This is set in Function -> Memberships -> View Types -> Edit.

Rate Type:	Currency	Based On:	Commission Code	
Level 1 Rate:				
Level 2 Rate:		@		
Level 3 Rate:		@		
Level 4 Rate:		@		

Commission Codes					
Amount	Type	Pct Of	Amount	Type	Pct Of
Rate A: 5	Currency	Amount (first year fees)	Rate D: 20	Currency	Amount (first year fees)
Rate B: 10	Currency	Amount (first year fees)	Rate E:	Currency	Amount (first year fees)
Rate C: 15	Currency	Amount (first year fees)	Rate F:	Currency	Amount (first year fees)

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## Common Percentage Options

The below will pay out 10% of the first years membership rate and initiation fee all up front. For example if the monthly membership rate is \$30, times 12 months the yearly total would be \$360. Add a \$100 initiation fee and the sales commission would be \$46.

Rate Type:	Percentage ▼	Based On:	Amount (first year fees) ▼
Level 1 Rate:	10		

The below will pay out 50% of the initiation fee. For example if the init fee is \$50 the commission would be \$25. If the init fee is discounted at purchase to \$40 the commission would only be \$20.

Rate Type:	Percentage ▼	Based On:	Initiation Fee ▼
Level 1 Rate:	50		

The below will pay out 50% of the first payment amount (including the initiation fee) only. For example if the init fee is \$50 and the rate is \$100 the commission would be \$75. Any discounts given will affect the commission as well.

Rate Type:	Percentage ▼	Based On:	First Payment Amount ▼
Level 1 Rate:	50		

The below will pay out 50% of the first years membership rate without the initiation fee all up front. For example if the monthly membership rate is \$30, times 12 months the yearly total would be \$360, the sales commission would be \$180.

Rate Type:	Percentage ▼	Based On:	Amount (without Init Fee) ▼
Level 1 Rate:	50		

The below will pay out 5% based on each membership payment made. Membership payment totals for the month are \$1000 the sales commission will generate \$50.

Rate Type:	Percentage ▼	Based On:	Each Payment Received ▼
Level 1 Rate:	5		

Commission Codes can be used to generate a unique percentage set up for each membership type.

Rate Type:	Percentage ▼	Based On:	Commission Code ▼
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## Commission Code Options

Commission codes on the membership are set with in the type.  
Navigate to Functions -> Memberships -> View Types and edit.

Primary Commission Code:	Membership Code A ▼
Secondary Commission Code:	Membership Code B ▼ ⓘ

The membership to the right will have commission generated for both the A and B codes.



Membership Type Id: Golds	
Description: (examples: Gold Annual, Regular Annual)	Gold annual
Status:	Active ▼
Payment Frequency:	Pay every month
Amount Per Payment Cycle:	41.99
Term Length (in Months):	12
Term Length (in Days):	0
Initiation Fee:	59.00
Subtype:	Normal ▼
Priority Level:	Highest ▼
Product Category:	UltimateGym ▼
Income Category:	None ▼
Member Can Renew Online:	Yes ▼ ⓘ
Non-Member Can Purchase Online:	No ▼ ⓘ
Apply Primary Tax:	No ▼ ⓘ
Apply Secondary Tax:	<input type="checkbox"/> ⓘ
Apply Tertiary Tax:	<input type="checkbox"/> ⓘ
Access Control Group:	None ▼ ⓘ
Primary Commission Code:	Membership Code A ▼
Secondary Commission Code:	Membership Code B ▼ ⓘ

For a commission to be generated based on codes the salesperson details MUST be set to be Based on Commission Code. Even if rates and percentages are set in the code area if the Based on isn't set to codes the commission code area will be disregarded.

Based On:	Commission Code ▼
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The set up below would pay out 50% of the initiation fee as well as 5% of the first years rates.

Memberships			
Rate Type:	Percentage ▼	Based On:	Commission Code ▼
Level 1 Rate:	<input type="text"/>		
Level 2 Rate:	<input type="text"/>	@	<input type="text"/>
Level 3 Rate:	<input type="text"/>	@	<input type="text"/>
Level 4 Rate:	<input type="text"/>	@	<input type="text"/>
Commission Codes			
Rate	Amount	Type	Pct Of
Rate A:	50	Percentage ▼	Initiation Fee ▼
Rate B:	5	Percentage ▼	Amount (without Init Fee) ▼
Rate C:	<input type="text"/>	Currency ▼	Amount (first year fees) ▼
Rate	Amount	Type	Pct Of
Rate D:	<input type="text"/>	Currency ▼	Amount (first year fees) ▼
Rate E:	<input type="text"/>	Currency ▼	Amount (first year fees) ▼
Rate F:	<input type="text"/>	Currency ▼	Amount (first year fees) ▼

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## Leveling Options

Leveling allows you to increase the amount of commission paid as the amount of sales go up over a year. Leveling and commission codes cannot be used in conjunction.

The set up below will initially pay the salesperson 20% of the first years fees. When their total sales hit \$10,000 (contract value) the commission percentage will go up to 25% for all sales until the next level is reached. The count begins again on January of the next year.

**Memberships**

**Rate Type:** Percentage ▾**Based On:** Amount (first year fees) ▾

Level 1 Rate:

Level 2 Rate:  @

Level 3 Rate:  @

Level 4 Rate:  @