

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

Doc Location:

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.



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.



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.



Author: Leslie Bechtel

Updated by: Version: 4049 Date Written:11/13/2012

Date Updated

http://www.shapenetsoftware.com/docs/membership+commission.pdf



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.



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.



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 <u>without</u> 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 🔻	Bas	ed 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	Ŧ
	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	Ŧ
--	------------	------------	---	-----------	-----------------	---

Doc Location:

Author: Leslie Bechtel

Updated by: Version: 4049 Date Written:11/13/2012

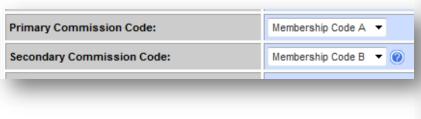
Date Updated

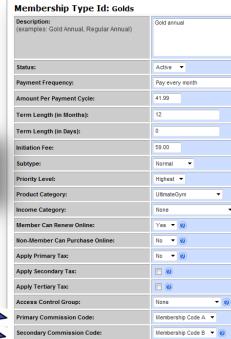
http://www.shapenetsoftware.com/docs/membership+commission.pdf



Commission Code Options

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





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

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.



The set up below would pay out 50% of the initiation fee as well as 5% of the first years rates.



Author: Leslie Bechtel

Updated by: Version: 4049

Doc Location:

http://www.shapenetsoftware.com/docs/membership+commission.pdf

Date Updated

Date Written:11/13/2012



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)	Ŧ			
	Level 1 Rate:	20								
	Level 2 Rate:	25	@	10000						
	Level 3 Rate:	30	@	20000						
	Level 4 Rate:	50	@	100000						

Author: Leslie Bechtel

Doc Location:

Updated by: Version: 4049 Date Written:11/13/2012

Date Updated

http://www.shapenets of tware.com/docs/membership+commission.pdf