1106: Commercial Sales & Commissions

Section: Sales
Subject: Commercial Sales & Commissions
Approved by: David Armstrong
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Policy Owner:

Policy

Commercial Sales

1. Due to the large dollar value of commercial contracts and the Company's obligation to honor its contractual commitments, the following policy will apply on all commercial sales:
    1. All contracts in excess of $10,000 will require the prior approval of the Administrative Director of Operations and/or the President.
    2. Commissions paid to sales personnel on pest control contracts in excess of $10,000 will be paid on a quarterly basis during the first year of the contract.
    3. Example: $12,000 sales started in January
        1. $3,000 X 5% = $150 reflected in Sales Commission Report for January
        2. $3,000 X 5% = $150 reflected in Sales Commission Report for March
        3. $3,000 X 5% = $150 reflected in Sales Commission Report for June
        4. $3,000 X 5% = $150 reflected in Sales Commission Report for September.

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