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Sales Commission

If a salesperson works on _commission_, then that means that they make a percentage of their total sales.

commission rate: percent

commission: actual amount of $

Ex: Find the commission on a sale of $6,500 if the commission rate is 4%.

$$R \cdot S = C$$

rate $\cdot$ sales = commission

$$.04 \times 6,500 = C$$

$$\boxed{\$260} = C$$

Ex: A salesperson receives a base salary of $325/wk and a commission rate of 3%. Find her weekly income if her sales are $1,250.

$$R \cdot S = C$$

$$.03 \times 1,250 = C$$

$$\underline{37.50} = C$$

$$\begin{array}{r} 325.00 \\ +37.50 \\ \hline \boxed{\$362.50} \end{array}$$

Ex: A car salesperson receives a commission of $540 for selling a car at $12,000. What is the salesperson's commission rate?

$$R \cdot S = C$$

$$\frac{R \cdot 12,000}{12,000} = \frac{540}{12,000}$$

$$R = .045 \quad \boxed{4.5\%}$$

$$\frac{.05 \cdot S}{.05} = \frac{210}{.05}$$

$$\boxed{S = 4200}$$

Homework:

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