

Name: _____

Some employers pay their employees a commission instead of a set salary or hourly wage. Employees earn a commission by selling a product or service offered by the company. Commissions are paid as a percentage of sales or a set amount per sale. Graduated commissions are paid based on a different rate for different levels of sales.

Formulas for Calculating Earnings

Total Sales \times Commission Rate = Commission

Sum of Commissions at Different Sales Levels =

Total Graduated Commission

Directions: Read each question carefully and write your answer on the line provided.

1. Wilson Green sells home security systems. He earns an 11 percent commission on every system he sells. Wilson's sales for this month totaled \$4265.00. What is Wilson's commission? _____
2. Bethany Richards is a book rep. She sells books to schools and libraries. She earns a 9 percent commission on every book she sells. Bethany's sales for the last four weeks were \$963.25, \$742.00, \$614.35, and \$837.10. What is Bethany's monthly commission? _____
3. Christy Rhodes sells makeup and gift items. She earns a 15 percent commission on her first \$500 worth of sales, 25 percent on the next \$1,500 in sales, and 50 percent on all sales exceeding \$2,000. For this campaign, Christy sold \$2,250.00 worth of makeup and gift items. What is Christy's total graduated commission? _____
4. Rodney Blevins is a vacuum cleaner salesman. He earns a 22 percent commission on every vacuum cleaner he sells. In the month of December, Rodney sold 10 vacuum cleaners costing \$1,258.00 each. What is Rodney's commission for the month of December? _____
5. Juan Garcia sells life insurance policies. He earns a 12 percent commission on every policy he sells. Juan made the following sales this week: Monday \$425.00, Tuesday \$694.25, Wednesday \$296.14, Thursday \$501.85, and Friday \$358.76. What is Juan's commission for the week? _____
6. Gina Reed sells food storage container sets. She earns a 12 percent commission on her first \$350 worth of sales, 25 percent on the next \$650 in sales, and 35 percent on all sales exceeding \$1,000. This month Christy sold \$1,495.00 worth of food storage container sets. What is Gina's total graduated commission?

7. Ray Welborn is a car salesman. He earns a 7 percent commission on every car he sells. If he sold two cars this month totaling \$58,965.00, what is the amount of Ray's commission? _____
8. Shelly Crane is a realtor. She is paid a 3 percent commission on every house she sales. Her sales for the month of March were \$95,900.00, \$129,650.00, and \$378,420.00. What is Shelly's commission for the month of March? _____
9. Derek Tindale sells appliances. He is paid a 6.5 percent commission on every appliance he sells. Derek sold \$9,732.00 worth of appliances this week. What is Derek's commission? _____

