

Earning COMMISSION

Instead of getting paid a regular hourly wage or salary, you earn a percentage of what you sell.

E.g.: You work at a shoe store, earning 10% commission on each sale.
If you sell a pair of slops for R100 you make R10 in commission.

- Some jobs are commission-only, meaning your pay depends completely on what you sell.
- Other jobs give you a base pay plus commission, so you always earn something, but can earn more by selling more.

LET'S SEE HOW THESE COMMISSIONS WORK FOR THESE STUDENT PART-TIME SALES STAFF.



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Jonno works on Saturdays at a local clothing store in Jozi. He earns 10% commission on all his sales.

One Saturday he sells:

- A pair of jeans for R400
- A jacket for R650
- 6 T-shirts for R250 each

How much commission did Jonno earn?



Lerato works at an electronics store in Durban. Her commission structure is:

- 5% commission on total monthly sales
- Bonus of R1 000 if she reaches a sales target of R20 000

In April, Lerato made R22 000 in total sales.

How much does Lerato earn in commission and bonus?

Anele sells cell phones at a shop in Cape Town. She earns:

- 5% commission on the first R5 000 of sales
- 8% commission on any amount above R5 000

In one weekend, she sells phones worth R23 000.

How much commission does Anele earn?



ISBN 9780796236494