

# Types of Commission Structures

COMMISSION STRUCTURE	DESCRIPTION	PROS	CONS
<b>Straight Commission</b>	Pays Based on Sales Performance	High Motivation, Strong Performance	Income Instability, High Turnover
<b>Salary Plus Commission</b>	Combines Fixed Salary With Sales Commission	Income Stability, Incentivizes Sales	Less Motivating for Top Performers
<b>Tiered Commission</b>	Rewards Higher Commission Rates as Sales Milestones are Reached	Encourages Continuous Improvement	Challenging to Set the Right Tiers
<b>Revenue or Profit-Based Commission</b>	Rewards Based on Overall Company Performance	Fosters Teamwork, Focus on Long-Term	Dilutes Individual Motivation
<b>Customized Commission</b>	Tailored to Specific Business Needs and Objectives	Highly Effective at Incentivizing	Requires More Effort to Implement

# The New Commission

**S Marginson**



**The New Commission:**

## **The New Commission** Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**The New Commission**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect on our existence. Throughout this critique, we will delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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