

WILLKOMMEN! BIENVENUE! WELCOME!

to the world of

MagicWorkbooks®

CommissionCalculator

simple and accumulated percentage of sale

This is a **Magic**Workbook: a controlling tool in the form of a Microsoft Excel file.

No macros, no write protection. All formulas used are visible.

All formats used are standard Excel which transform into your country's Excel formats.

You can import your DATA from any source that supports MS Excel.

You can also add your own worksheets as you see fit.

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System requirements

Platform: Windows 98 or later operating system (incl. Win7)
Microsoft Excel Version: 2003 up to 2010

Product Survey

- the fast and easy way to calculate commissions!
- individual monthly settlements for every sales person
- up to 100 sales people
- simple and accumulated percentage of sales
- up to 7 different percentages
- individual monthly statements for down payments / advances
- monthly and cumulative surveys for the complete sales force

CommissionCalculator - the tool for commission payments !

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DEMO DATA - a complete set of data for your orientation

To activate the DEMO DATA click button "DemoData" in sheet "DATA".
 You can change the demo data if you want to. How about creating a different scenario?
 Input your sales data and change the commission data to check on your commission system.

Please input your data ONLY in the yellow cells.
 For orientation check the demo data set in sheet "DEMO DATA".
 Do not DELETE or ADD rows or columns as this may destroy the functionality of this tool! You can HIDE rows and columns if you want to.

Company:

Year: from:

Monthly Statement: Note: always enter 1 of the month!

Currency:

Sales Tax:

Commission accumulative
 You can enter up to 7 different percentages. If you have less than that leave the other cells empty.
 If you have only 1 percentage, input this in the first column and leave all others empty.

from:	amount:	1	2	3	4	5	6	7
		0	20.001	50.001	75.001	100.001	150.001	200.001
Percentage		5.0%	8.0%	9.0%	10.0%	11.0%	12.0%	15.0%

If you work with a cancellation reserve you can input it below (as a percentage of commission total).
 The cancellation reserve is built up in the course of the year and is reimbursed with the final settlement at the end of the year.
 This is based on the practise of having established the accurate revenue by that time so that no further reserve is needed.

If you do not work with a cancellation reserve please leave this cell empty.

cancellation reserve in % of commission:

You can now input your sales peoples' names and monthly revenues.
 This tool can deal with up to 100 sales people.
 If you are dealing with more than 100 people you can copy this tool, divide the sales force into appropriate segments and calculate their commissions in two or more Calculators.

Sales person	No.	Last Name	First Name	Revenue 1	Revenue 2	Revenue 3	Revenue 4	Revenue 5	Revenue 6	Revenue 7	Revenue 8	Revenue 9
				Jan 25	Feb 25	Mrz 25	Apr 25	Mal 25	Jun 25	Jul 25	Aug 25	Sep 25
	1	Brown	Walter	28.745	17.345	58.433	120.113	88.445	0	0	123.777	88.543
	2	Black	Tony	132.872	0	189.546	0	211.345	38.899	45.998	23.123	132.872
	3	Yello	Hank	67.334	38.234	0	120.555	89.433	0	0	0	231.133
	4	Green	Torques	54.987	0	69.887	54.987	44.666	32.998	0	210	78.922
	5	Blue	Benjamin	101.720	101.720	101.720	101.720	101.720	101.720	101.720	101.720	101.720
	6	White	Frank	240.123	0	250.233	44.555	10.345	140.123	88.776	155.899	222.114
	7	Red	Ninotchka	15.348	215.348	0	155.588	20.876	10.344	55.432	88.345	0
	8	Purple	Liza	75.003	75.003	75.003	75.003	75.003	75.003	75.003	75.003	75.003
	9	Haze	Darko	159.756	259.756	0	0	160.322	88.554	78.543	22.434	177.543
	10											
	11											

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Commission Survey

Year: 2025

Company:

Calisto Corp.

Monthly Statement:

Jan 25

Currency: US\$

No.	Last Name	First Name	Rank	Total	Percentage 5%	Percentage 8%	Percentage 9%	Percentage 10%	Percentage 11%	Percentage 12%	Percentage 15%	Percentage TOTAL	in %	advance	advance %	Percentage add payment
1	Brown	Walter	9	701.952	8.867	15.945	12.009	10.199	9.886			56.906	8%	-27.500	-48%	29.406
2	Black	Tony	4	1.173.271	10.000	20.642	15.750	17.500	29.080	10.746	1.702	105.418	9%	-11.000	-10%	94.419
3	Yello	Hank	8	753.361	7.644	15.859	12.390	8.943	10.341	6.000	4.670	65.847	9%	-5.500	-8%	60.347
4	Green	Torques	7	777.322	8.011	17.413	9.437	5.392	11.000	7.252	12.035	70.540	9%	-44.000	-62%	26.540
5	Blue	Benjamin	3	1.220.640	12.000	28.800	27.000	30.000	2.270			100.070	8%	-6.600	-7%	93.470
6	White	Frank	1	1.476.943	10.517	23.564	18.511	17.744	31.914	22.360	16.871	141.481	10%	-35.200	-25%	106.281
7	Red	Nnotchka	6	871.936	9.285	16.870	12.258	9.180	16.500	9.843	2.302	76.237	9%	-55.000	-72%	21.237
8	Purple	Liza	5	900.036	12.000	28.800	27.000	4				67.804	8%	-23.100	-34%	44.704
9	Haze	Darko	2	1.453.450	10.000	21.795	20.250	16.799	33.000	23.715	13.562	139.119	10%	-35.200	-25%	103.919
10																
11																
12																
13																
14																
15																
16																
17																
18																
19																
20																
21																
22																

This is where you can print your monthly statements of advances / down payments for every sales person.

1 *Just input the number of the sales person in the yellow cell.*

Print sheet. Input next sales person number, print and repeat.

Month
Jan 25

Payment Advice

Currency: US\$

Company:

Calisto Corp.

Monthly Statement:

Jan 25

No.	Last Name	First Name
1	<i>Brown</i>	<i>Walter</i>

advance		2,500,00
Sales Tax	0%	0,00
Total		2,500,00

In what way do **MagicWorkbooks**[®] differ from normal Excel workbooks?

MagicWorkbooks are easier to use:

- Easy-to-handle data input with demo data for orientation
- All data to be entered only once
- No programming knowledge required
- No detailed knowledge of Microsoft Excel required
- No work on spreadsheets or charts required
- No scrolling for sheets thanks to a Hyperlink-table of contents

MagicWorkbooks are faster:

- A monthly report with 20 spreadsheets and 20 charts in 20 minutes?
- Calculate year-end liquid reserves with changes in revenue prediction for every month in half an hour?
- Compute balance sheets for the next five years in one hour?
- Decision on a \$ 50 million sale-and-lease-back operation: Prepare all relevant data in one hour?
- Determine capital re-investment requirements (fixed assets) for the next year in 10 minutes?
- Prepare a comprehensive company presentation for your bank in one hour?

With **MagicWorkbooks** all that is „business as usual“!

This was just a brief survey ...

if you have further questions regarding this workbook, email us!

You are interested in other products:

www.MagicWorkbooks.com