

Source Code/Commissions Worksheet

Customer: (Circle One) New Existing Rewrite

(TXN Type)

Department: (Circle One) Advance Planning Family Service House Account

Sales Representative:

Judith Jack

(Please Print)

Unit Leader

(Team Leader's Name if Applicable)

Sales

Date: 5-31-17 Contract # 20178700

S Mgr

Danielle Matascik

(Sales Managers Name)

Federal Regulations: Social Security and/or Birth Date Must Be On PN Contract to Process

Purchaser EMAIL ADDRESS

Jones
(Purchaser Last Name)
(Please Print)

Tamika
(First Name)
(Please Print)

(DECEASED NAME)

(Please Print)

Lead Source:

How you obtained opportunity to present family: (Circle One)

Adv - Direct Mail - CD	AD - CD	Carriage Family Survey - SD	FS-SD
Adv - Newspaper - CD	AN -CD	Completion/Files - SD	CO-SD
Adv - Other - CD	AO-CD	Continuing Care - SD	CC-SD
Adv - Radio - CD	AR-CD	Expos - SD	EX-SD
Adv - Television - CD	AT-CD	Mail/Call - SD	MC-SD
Companion Space/Merch. - CD	SM-CD	Park Visitation - SD	PV-SD
PN - Immediate Need - CD	IN-CD	Personal Direct Contact - SD	PD-SD
Internet - CD	WW-CD	Personal Tele. Contact - SD	PT-SD
Seminar Advertising - CD	CS-CD	Referral - SD	RE-SD
Telemarketing - CD	TM-CD	Self-Group Seminars - SD	SG-SD
<u>PN Walk In/Call In - CD</u>	WI-CD	AN Walk/Call in - SD	AN-WI-SD
Group - CD	GP-CD	AN Immediate Need - SD	AN-IN-SD

Contract APR: _____ %

Sales Type:

If the Contract has one item for

Cremation, check one of these:

- ☐ AN Property with M&S-CREM
- ☐ AN M&S Only - Cremation
- ☐ PN Property with M&S-CREM
- ☐ PN M&S Only - Cremation
- ☐ PN Combo CREM (0244 ONLY)

If the Contract has NO Cremation

Items, check one of these:

- ☐ AN Property with M&S
- ☐ AN M&S Only
- ☒ PN Property with M&S
- ☐ PN M&S Only
- ☐ PN Combination (0244 ONLY)

Estimated Commission Calculation*: Net = Total Commissionable Sales Less Discounts and PC

Item - AN/PN (Circle)	Description	Commission Rate	Net Commissionable Sales	Total Commissions Estimate*
	<u>Property</u>			
	Garden Sec. - Lot, Row, Space			
AN / PN	<u>Private Estate B</u>	<u>17%</u>	<u>33291</u>	\$ <u>5659.47</u>
AN / PN				\$ -
	<u>Merchandise</u>			
AN / PN				\$ -
AN / PN				\$ -
AN / PN				\$ -
AN / PN				\$ -
AN / PN				\$ -
	<u>Services</u>			
AN / PN				\$ -
AN / PN				\$ -
AN / PN				\$ -
	<u>Other</u>			
AN / PN				\$ -
AN / PN				\$ -
Commissions - Sub Total				\$ -
Less "Unapproved" Discount			50%	\$ -
Total Commission Estimate				\$ <u>5659.47</u>

Attach Rewrite Worksheet if applicable.

Instructions:

1. Check over your work
2. Complete this form, if required information is missing, processing of the contract will be on hold until this is provided
3. Give the completed form, money, and contract to Manager upon completion of sale

(Each contract should be completed and submitted within 24 hours.)

*Note: Contract System will Calculate Commissions Earned

Approved by:

(Office Manager/Administrative Support)

Rev. 04/18-0411

Exhibit 2

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