Incentivizing Clerks with Commissions

POS Operations · https://retailedge.com/docs/incentivizing-clerks-with-commissions

Clerk Commission Reports

Providing sales commissions can be a way to incentivize your clerks to sell more or increase sales of particular items. RetailEdge's commission report can help you do this.

Setting Commission Report Filters

RetailEdge's Clerk Commission Report will automatically calculate the clerk sales commissions. The following filters will help you tailor your commissions:

Clerk Commission

The Clerk Commission filter allows you to calculate a commission percent based on sales for a given period. You can set a threshold the clerks must meet before the commission kicks in and can set the commission to apply to ALL sales or only sales above the threshold.

Vendor and Department

Setting a Vendor or Department filter can incentivize your staff to up-sell items for particular vendors or departments.

Time Range

If you want to increase sales during a particular time of day this can be a good way to do it. The commission report will also summarize the sales and commission totals so if you want to make it more of a group effort you can do this as well.

Sales Manager Sales Totals

If you don't want to go to the trouble of setting up clerks and formalizing commissions (not that big of a deal though), some businesses have used the sales manager to incentivize their staff. The bottom

of the Sales Manager lists the sales total for the day. Tell your employees when they hit a certain dollar value in sales for the day, they start to get a percentage!