



Manning Lighting Commission Schedule

Updated 1/1/2019

Manning Lighting updated its commission and overage policies in 2019 to make them more Agent friendly!

Distributor Net Pricing includes **15%** commission standard.

Standard Commission Splits

50% specification credit

25% job location

25% purchase (distributor) location

Overages to be split:

Standard Products: **90%** to Representative and **10%** to Manufacturer

Custom/Modifications: **75%** to Representative and **25%** to Manufacturer

Increase your overage split to **100%** on standard products by reaching your yearly Sales Target! Continue to receive 100% overage the following year by reaching quarterly sales targets.

Price Multipliers

10% commission = Multiply D/N pricing by .92

5% commission = Multiply D/N pricing by .84