

I. Commission Base

- A. Commissions are earned and paid as stated in the guidelines on RepNet.
- B. All orders placed at our standard multiplier will be allowed unlimited commission.
- C. Any discounted order is subject to the commission guidelines that prevail at that time. The Greenheck Sales Department is responsible for the administration of this policy.

II. Payment Date

- A. Commissions earned and payable are applied to the Rep's account semimonthly within four business days after the 1st and 15th day of the month following payment of invoices as follows:
 - i. Invoices paid the 1st through the 15th of the month are applied to the Rep's account within four business days after the 15th of the month.
 - ii. Invoices paid the 16th through the end of the month are applied to the Rep's account within four business days after the first day of the month.

The Rep is responsible for contacting the Greenheck Credit Department to direct payment of earned commissions applied to their account.

III. Partial Release of Orders

- A. Commissions will be paid on a partial release of orders when the customer pays the full amount of the invoice for which the partial release was rendered.

IV. Partial Payment on Invoice

- A. Commissions will **not** be paid when a customer only partially pays the invoice amount rendered.

V. Split Commissions

- A. Split commissions shall be paid in accordance to the terms contained in Greenheck Fan Corporation Sales Agreement.
 - 1. Orders must show the proper distribution of commission to other agents, if applicable.
 - 2. If the distribution is not shown, the factory reserves the right to initiate a fair split.

VI. Set-Offs or Commission Deducts

- A. In the event the sales representative's account is past due with Greenheck Fan Corporation, we reserve the right to apply earned commissions to past due invoices on account.
- B. Payment guarantees.
 - 1. Any guarantees made by sales representatives for their customers will be deducted only if not paid within terms of guarantee.
- C. Termination or resignation of a sales representative.
 - 1. Greenheck Fan Corporation reserves the right to credit earned commissions to the agent's outstanding account balance until account is paid in full.