



# Commission Guidelines

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**KCD follows the general guidelines below to set commission schedules based on annual GDC.**

Annual GDC	Commission	Surcharge
\$500,000+	92%	
\$400,000 - \$499,999	91%	
\$250,000 - \$399,999	90%	
\$100,000 - \$249,999	85%	
\$50,000 - \$99,999	80%	
\$25,000 - \$49,999	75%	
\$20,000 - \$24,999	70%	\$25/month
\$15,000 - \$19,999	60%	\$50/month
\$10,000 - \$14,999	50%	\$100/month
< \$10,000	50%	\$200/month

The above schedule is used for general purposes and is subject to change without notice: however, flexibility may be applied on a case-by-case basis for special circumstances.

Initial commission rates are set based on each representative's individual documented production for the previous year. If a higher level is reached during a calendar year, the higher rate will start immediately following the higher level and will not be retroactive. It is the representative's responsibility to request a higher payout when targets are reached.

Production may be reviewed periodically, and commissions reset accordingly.