

# Commission Terms

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## Platform terms governing commissions and payments on SalesExchange

*This document is for informational purposes. For binding legal agreements, please use the Commission Agreement Template.*

## 1. Independent Relationship

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SalesExchange is a platform that connects companies and independent sales representatives. SalesExchange is not an employer, broker, or party to commission agreements between companies and sales representatives.

Sales representatives are **independent contractors** and are not employees of SalesExchange or the companies posting opportunities.

## 2. Commission Agreements

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Commission amounts, structures, and payment timing are determined by the company posting the opportunity and the sales representative working the deal.

SalesExchange provides tools for tracking deals, commissions, and payment schedules; however, SalesExchange does not guarantee payment and is not responsible for collecting or distributing commission payments unless explicitly stated in a separate written agreement.

## 3. Commission Payments

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Companies are solely responsible for paying commissions to sales representatives. Payment timing is governed by the commission agreement between the company and the rep.

## 4. Deal Approval & Commission Generation

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Commissions are generated when a company marks a deal as **Closed Won** within the SalesExchange platform. The commission record is automatically created at that time.

## 5. Disputes

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SalesExchange is not responsible for disputes between companies and sales representatives regarding commissions, deal credit, payment amounts, or payment timing.

Any disputes must be resolved directly between the company and the sales representative.

## 6. Non-Circumvention

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Companies and sales representatives agree not to bypass the SalesExchange platform by conducting business outside the platform for opportunities or relationships formed through SalesExchange, for the purpose of avoiding subscription or platform fees.

## 7. Platform Fees

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SalesExchange may charge subscription fees and/or platform fees for use of the platform. These fees are separate from any commissions earned by sales representatives.

Key Principle	Summary
Payments	Company pays rep directly
Tracking	SalesExchange tracks; does not guarantee payment
Disputes	Resolved between company and rep
Non-Circumvention	Business through SalesExchange only
Rep Status	Independent contractor — not an employee

For questions about these terms, contact [support@insidesalesmanager.app](mailto:support@insidesalesmanager.app)