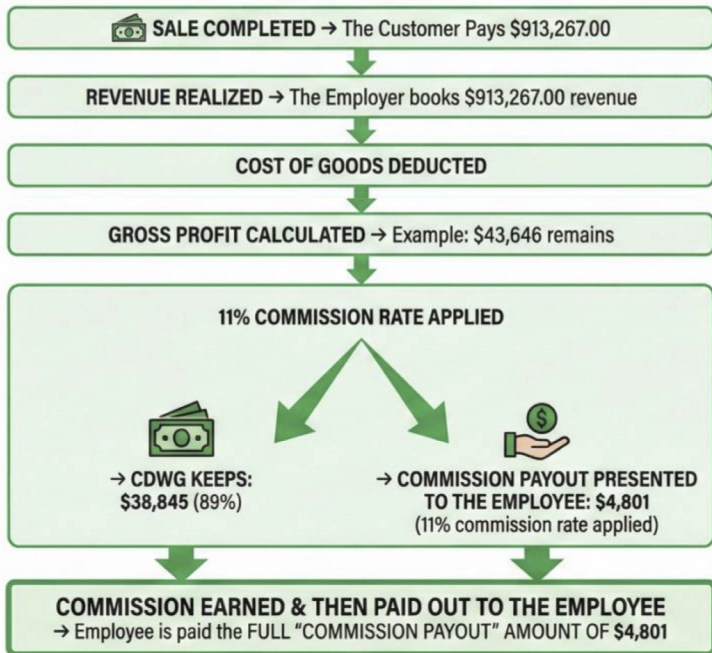


# How Commissions Should Work vs. How CDWG Actually Operates

## The Legal Way (Illinois Law)



The Employer already took their 89% profit after allocating 11% of gross profit to "Commission Payout," employee gets their full 11% commission. No post-earning deductions.

## The "CDW Way" (Goal Modification)

