

Sales Commissions

Sales commission contracts vary widely from industry to industry and within the individual employer/employee relationship. In disputes over commissions owed in the event of a commissioned sales representative's termination or departure, non-specific or ambiguous contracts can be disastrous to the employer.

According to the Michigan Sales Representative Commission Act, unpaid commissions owed to a sales rep can result in triple damages, plus attorney fees.

Kerr Russell has extensive experience representing employers in sales commissions disputes involving unpaid, overdue and post-termination sales commissions. Our goal in these cases is to resolve the dispute quickly, and to avoid costly litigation. Our attorneys are trained and skilled mediators who utilize alternative dispute resolution (ADR) techniques including arbitration, facilitation, and mediation to achieve favorable outcomes. Should these methods fail, we are prepared to vigorously defend our clients' interests in court.