Pay if Unused %

This option is rare. Leave this option blank unless your business has a multilevel payout system and wants to pay extra commissions to referral partners who are not associated with a referral partner parent.

How Pay If Unused referral commissions are calculated

In this example, the referral partner program has two levels. The referral partner who makes a sale is eligible for a commission and the partner who recruited that referral partner (the referral partner parent) is also eligible for a commission. This program has the Pay If Unused option turned on and has a value entered into the Pay If Unused commissions.

Level 1 Commission = 20%. This commission is paid to the partner who makes the sale (child partner).

Level 2 Commission = 10%. This commission is paid to the partner who recruited the child partner.

Pay if Unused = 25%. This commission overrides the Level 1 commission when there is only a level 1 referral partner.

Scenario 1

Referral partner Bob makes a \$1,000 sale and no other partner was involved in recruiting him. Since there is no Level 2 partner (parent), Bob will receive the Pay If Unused commission - a 25% payout, even though the Level 1 Commission is only 20%. Bob will receive \$250. If the Pay If Unused field was not used, he would receive \$200 or 20% of the sale as commission.

Scenario 2

Referral partner Jim makes a \$1,000 sale. Jim was recruited to your program by referral partner Bob; i.e., Jim's referral parent. The Pay If Unused feature does not apply in this scenario. The payout for scenario 2:

- Level 1 commission of 20% or \$200 is paid to Jim who made the sale.
- Level 2 commission of 10% or \$100 is paid to Bob who is Jim's referral parent.

Turn the Pay If Unused option on or off

- 1. Navigate to **CRM** and click **Settings**.
- 2. Under the **Referral Partner Settings** heading at the left, click **Referral Partner Defaults.**
- 3. Under Payout, select the Yes or No radio button to turn the Pay If Unused option on or off.
- 4. Click Save.

Referral Partner Defaults				
	Payout			
Referral Partner Center		Referral Partner # Levels:	2	T
		Payout Type:	Lead	
		(Lead/Sale)	Sale 🕑	
		Payout Type:	Amount 🗹	
		(Amount/Percent):	Percent 🗹	
		Use 'Pay If Unused'?	Yes 🖲 No 🔘	
	Save		\$	

Enter the commission for the Pay If Unused option

- 1. Navigate to CRM and click Referral Partners.
- 2. Ope the Referral Partners menu and click Commission Programs.

Contacts 🛩 Cor	mpanies 🖌 Opportunities 🗸		Referral Partners 🗸	Visitor	Zapier Integrations		Re
Referral P	artners		View Referral Partners Add a Referral Partner				
Contact Info	Referral Pa	artner Info Con	Promotional	Fields	Misc Criteria	Columns	
First Name Last Name		v	Commission Programs				

3. Either search for the commission program that you want to edit, or select it from the list.

Commission pr	rograms	
Name cub	Search	
1-1 of 1	50	▼ per page
ld	Name	
101	Cub Commissions	

4. Under Default Commissions, click Edit.

Default Commissions								
Default commissions will be paid for products and subscriptions plans that do not have an override specified below.								
Product	Product Price Level 1 Leve		Level 2	Pay If Unused	Pay Type	Cycles		
Default	N/A	Sale 3.0%	Sale 2.0%	Not Set	UpFront	N/A	[Edit]	
Product Commissions Product Name Create Override								

- 5. Enter either a set monetary amount or a percentage of sale commission rate.
- 6. Save.

Default Commis	ssions	Commis	sions							
Default commission	ons will be paid fo		510115						low.	
Product	Price	Level	Level 1		Level 2		Pay If Unus	sed	Pay Type	с
Product	Price	Sale Am	0.00	\$	0.00	\$	0.00	\$	Pay Type	Č
Default	N/A	Sale Pct	3.0	%	2.0	%	4.0	%	UpFront	N
Product Commi	issions		Delete						×	Cı
Product	Price I	J							Рау Туре	