

WHAT ARE OVERRIDES?



In order to calculate override...

We **must first calculate the business volume** for each of the products.
Typically, the business volume is **50% the retail value/volume**.

In this example the **business volume** for Max Energy is roughly **\$20.50**.
As a result, we multiply **\$20.50 X .07 (override)**, which is equal to **\$1.43**.

$$\begin{array}{r} \text{BUSINESS VOLUME=} \quad \$21.50 \\ \quad \quad \quad \quad \quad \quad \quad \times .07 \\ \hline \quad \quad \quad \quad \quad \quad \quad \$1.50 \end{array}$$

YOUR OVERRIDE (OR) EARNINGS= \$1.50