

# EXCELLENCE IN COACHING



## **Selling and Configuring Quantity Price Discounts and Multiple Selling Units**

By Jeremiah Cooper

**Technical Level:**

Easy

Intermediate

Advanced



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## What we will be covering



- Setting pricing levels to promote increased revenue
- Creating a simple buy one get one sale
- Buying by the unit and selling by the case (reverse supplier ratio)
- Maintaining your pricing levels automatically
- Setting a rounding scheme to keep your prices in line



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: The basics

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 0   | ▼        |
| 2 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: The basics

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 0   | ▼        |
| 2 | 6        | 12.00      | 0      | 0          | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: The basics

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 0   | ▼        |
| 2 | 6        | 22.00      | 45.5   | 45.5       | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: The basics

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 0   | ▼        |
| 2 | 6        | 20.00      | 40.0   | 40.0       | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: The basics

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 0   |          |
| 2 | 6        | 20.00      | 40.0   | 40.0       | 0   |          |
| 3 | 12       | 35.00      | 31.4   | 31.4       | 0   |          |
| 4 | 24       | 60.00      | 20.0   | 20.0       | 0   |          |





# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Invoice: The basics

### Description

**Test Part**

**EACH**

**4.00**, **20.00**/6, **35.00**/12, **60.00**/24

---





# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Simple buy one, get one (BOGO)

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 6.00       | 66.7   | 66.7       | 0   | ▼        |
| 2 | 2        | 6.00       | 33.3   | 33.3       | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Sell by the case

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 18.00      | 88.9   | 88.9       | 0   | ▼        |
| 2 | 6        | 18.00      | 33.3   | 33.3       | 0   | ▼        |
| 3 | 0        | 0.00       | 0      | 0          | 0   | ▼        |
| 4 | 0        | 0.00       | 0      | 0          | 0   | ▼        |

### Default Invoice Quantity Handling

Default to Largest Pricing Quantity when added to Invoices



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Maintaining your price breaks

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 50  | ▼        |
| 2 | 6        | 20.00      | 40.0   | 40.0       | 40  | ▼        |
| 3 | 12       | 35.00      | 31.4   | 31.4       | 31  | ▼        |
| 4 | 24       | 60.00      | 20.0   | 20.0       | 20  | ▼        |



## EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

# Pricing levels: Maintaining your price breaks

## Purchase Orders

Update retail pricing based on receiving cost and reference margin

Default Distribution of Freight Cost by

Force PO Received cost to Market cost



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Maintaining your price breaks

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 6.00       | 62.3   | 50.0       | 50  | (None) ▼ |
| 2 | 6        | 30.00      | 54.7   | 40.0       | 40  | (None) ▼ |
| 3 | 12       | 52.17      | 47.9   | 31.0       | 31  | (None) ▼ |
| 4 | 24       | 90.00      | 39.7   | 20.0       | 20  | (None) ▼ |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Maintaining your price breaks

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 2.00       | 3.5    | 50.0       | 50  | (None) ▼ |
| 2 | 6        | 10.00      | -15.9  | 40.0       | 40  | (None) ▼ |
| 3 | 12       | 17.39      | -33.2  | 31.0       | 31  | (None) ▼ |
| 4 | 24       | 30.00      | -54.5  | 20.0       | 20  | (None) ▼ |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Maintaining your price breaks

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding |
|---|----------|------------|--------|------------|-----|----------|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 50  | (None) ▼ |
| 2 | 6        | 21.60      | 44.4   | 44.4       | -10 | (None) ▼ |
| 3 | 12       | 38.40      | 37.5   | 37.5       | -20 | (None) ▼ |
| 4 | 24       | 67.20      | 28.6   | 28.6       | -30 | (None) ▼ |









# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Rounding it out

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding  |
|---|----------|------------|--------|------------|-----|---|
| 1 | 1        | 4.00       | 50.0   | 50.0       | 50  | By the 9s ▼    |
| 2 | 6        | 20.00      | 40.0   | 40.0       | 40  | By the 9s ▼    |
| 3 | 12       | 35.00      | 31.4   | 31.4       | 31  | By the 9s ▼   |
| 4 | 24       | 60.00      | 20.0   | 20.0       | 20  | By the 9s ▼  |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

## Pricing levels: Rounding it out

|   | Quantity | Sale Price | Margin | Mkt Margin | Ref | Rounding    |
|---|----------|------------|--------|------------|-----|-------------|
| 1 | 1        | 4.09       | 51.1   | 51.1       | 50  | By the 9s ▾ |
| 2 | 6        | 20.09      | 40.3   | 40.3       | 40  | By the 9s ▾ |
| 3 | 12       | 34.79      | 31.0   | 31.0       | 31  | By the 9s ▾ |
| 4 | 24       | 60.09      | 20.1   | 20.1       | 20  | By the 9s ▾ |



# EXCELLENCE IN COACHING:



Selling and Configuring Quantity Price Discounts and Multiple Selling Units

End

Recording available at:  
[paladinpointofsale.com/webinars](https://paladinpointofsale.com/webinars)

# EXCELLENCE IN COACHING



## **Selling and Configuring Quantity Price Discounts and Multiple Selling Units**

By Jeremiah Cooper

**Technical Level:**

Easy

Intermediate

Advanced