

LAW OFFICES OF
RANDALL J. GILLARY, P.C.
COLUMBIA CENTER
201 WEST BIG BEAVER ROAD, SUITE 1020
TROY, MICHIGAN 48084

RANDALL J. GILLARY
KEVIN P. ABLUS

TELEPHONE (248) 528-0440
FACSIMILE (248) 528-3412

Book Reviews:

“Legal questions dominate the conversation when reps get together at MANA (Manufacturer’s Agents National Association) Seminars or Networking Chapters. The answers to many of the questions posed at those sessions can be found in Randall Gillary’s book, Protecting Your Commissions – A Sales Representative’s Guide. Gillary, a Troy, Michigan-based attorney who specializes in commission disputes, takes a view of the sales person’s commission from virtually every angle. Once the questions of whether the written or oral agreement is better for the rep or how to negotiate your rate of commissions are posed, complete strategies and solutions to problems are offered. The independent manufacturer’s representative would do well to keep this publication handy as he navigates the often murky waters of his profession.”

- Jack Foster, Editor, *Agency Sales Magazine*, A publication of the Manufacturers’ Agents National Association

“A clear, concise discussion, sans legalese, regarding the lifeblood of the manufacturers’ representative business...commissions. A must read reference book for all independent reps.”

- Carol Scheid, Managing Director, Society of Manufacturers’ Representatives, Inc.

“Randy, thank you for sending me a copy of...Protecting Your Commissions – A Sales Representative’s Guide... This book contains a lifetime of knowledge and experience to safeguard those of us who are compensated with commission(s). I am grateful for your book, as well as for having the pleasure of your association.”

- Craig Sloan