



CHAPTER 66

ARTICLE 27 - SALES REPRESENTATIVE COMMISSIONS

N.C.G.S. § 66-190.

Definitions.

SOURCE	LAST AMENDMENT IN THIS TEXT	RETRIEVED	SOURCE FINGERPRINT
General Statutes of North Carolina, as published by the General Assembly	S.L. 2003-331, s. 1 — second act in the lineage	21 September 2026, 01:27 UTC	2a767023a1007a7880b9f3e5 - 2d044da7d0feb60526df7ce0 - 441e3db7e962804c

The following definitions apply in this Article:

"Commission" means compensation accruing to a sales representative for payment by a principal, the rate of which is expressed as a percentage of the amount of orders, sales, or profits or as a specified amount per order or per sale.

"Person" means an individual, corporation, limited liability company, partnership, unincorporated association, estate, trust, or other entity.

"Principal" means a person who:

- a.Manufactures, produces, imports, or distributes a product or service;
- b.Contracts with a sales representative to solicit orders for the product or service; and
- c.Compensates the sales representative, in whole or in part, by commission.

"Sales representative" means a person who:

- a.Contracts with a principal to solicit orders for products or services;
- b.Is compensated, in whole or in part, by commission;
- c.Is not a seller who complies with:
 - 1.G.S. 25A-39 and G.S. 25A-40; or
 - 2.Part 429 of 16 Code of Federal Regulations (January 1, 2003);
- d.Repealed by Session Laws 2003-331, s. 1, effective October 1, 2003.
- e.Is not an employee of the principal;

f.Does not sell or take orders for the sale of advertising services; and

g.Is not a person requiring a real estate broker's or sales agent's license under Chapter 93A of the General Statutes.

"Terminate" and "termination" mean the end of the business relationship between the sales representative and the principal, whether by agreement, by expiration of time, or by exercise of a right of termination of either party.

END OF SECTION TEXT

APPARATUS FOLLOWS — DERIVED, NOT ENACTED

APPARATUS I
2 ACTS

Amendment lineage

The State prints this history as a single parenthetical at the foot of the section. It is reproduced verbatim in the colophon and unpacked below in order of enactment.

1989			1996	2003
TICK HEIGHT = ACTS IN THAT YEAR		DASHED = RECODIFICATION, NOT AMENDMENT		
Nº	YEAR	ACT	CHARACTER	
01	1989	c. 506, s. 1	ENACTED	
02	2003	S.L. 2003-331, s. 1	AMENDED	

APPARATUS II
2 AUTHORITIES

Authorities referenced

Every G.S. cross-reference appearing in the text of this section, in order of first appearance. Nothing is characterized; the operative language is quoted from the section itself.

REFERENCE	APPEARS IN	OPERATIVE LANGUAGE IN THIS SECTION
G.S. 25A-39		"1."
G.S. 25A-40		"1. G.S. 25A-39 and"

APPARATUS III

Citation

FULL SECTION

N.C. Gen. Stat. § 66-190 (2003).

Pinpoint keys are set in the left margin of the text rather than line numbers: subsection designators are stable across editions and paper sizes, line numbers are not.

COLOPHON

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HISTORY PARENTHETICAL, AS PRINTED BY THE STATE
(1989, c. 506, s. 1; 2003-331, s. 1.)

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