

**ANNOTATED MISSISSIPPI CODE**  
**TITLE 75 – REGULATION OF TRADE, COMMERCE, AND INVESTMENTS**  
**CHAPTER 87 – CONTRACTS BETWEEN OUT-OF-STATE PRINCIPALS AND**  
**COMMISSIONED SALES REPRESENTATIVES**

The Statutes and Constitution are current with laws from the 2024 Regular, First, and Second Extraordinary Sessions effective through July 1, 2024. Some statute sections may be more current, see credits for details. The statutes are subject to changes provided by the Joint Legislative Committee on Compilation, Revision and Publication of Legislation.

**Section 75-87-1**

**Definitions**

As used in this chapter:

(a) “Commission” means compensation accruing to a sales representative for payment by a principal, the rate of which is expressed as a percentage of the dollar amount of certain orders or sales.

(b) “Principal” means any person who does not have a permanent or fixed place of business in this state and who:

(i) Engages in the business of manufacturing, producing, importing or distributing a product or products for sale to customers who purchase such product or products for resale;

(ii) Utilizes sales representatives to solicit orders for such product or products; and

(iii) Compensates the sales representatives, in whole or in part, by commission.

(c) “Sales representative” means any person who engages in the business of soliciting, on behalf of a principal, orders for the purchase at wholesale of the product or products of the principal. The term “sales representative” shall not include a person who places orders or purchases for such person’s own account for resale or is engaged in home solicitation sales regulated pursuant to Section 75-66-1 et seq., Mississippi Code of 1972.

***(Laws 1988, Ch. 588, § 1, eff. July 1, 1988.)***

### **Section 75-87-3**

#### **Computation of commissions.**

Whenever any principal enters into an oral or written contract with a sales representative for services to be rendered within this state and the contemplated method of compensation of the sales representative involves a commission, the contract shall set forth the means by which the commission shall be computed and paid.

*(Laws 1988, Ch. 588, § 2, eff. July 1, 1988.)*

### **Section 75-87-5**

#### **Termination of contract.**

Whenever the contract between a sales representative and any principal is terminated, all commissions due the sales representative by the principal shall be due and payable within twenty-one (21) days of such termination.

*(Laws 1988, Ch. 588, § 3, eff. July 1, 1988.)*

### **Section 75-87-7**

#### **Liability of principal**

Any principal who fails to timely pay the sales representative as provided in Section 75-87-5, shall be liable to the sales representative in a civil action for up to triple the commissions due to the sales representative, plus reasonable attorney's fees and costs.

*(Laws 1988, Ch. 588, § 4, eff. July 1, 1988.)*