Jose’s commission rate is 32%. What is the commission from the sale of $12,500 worth of sailboards?

STEP 1. Identify & record the “unknown” quantity being sought, and assign a variable to represent it:
amount of commission = $c$?

STEP 2. Identify & record the known (given) quantities:
commission rate: 32% = 0.32
amount of sale: $12,500 (worth of sailboards)

STEP 3. Write an expression/equation relating the unknown & known info:
amt. of commission = commission rate × price of goods sold
i.e., $c = 0.32 \times 12,500$

STEP 4. Solve/simplify expression on right-hand side (multiply):
$c = 4000$

Answer:
Jose earned a $4000 commission from her selling $12,500 worth of merchandise (sailboards).