



WISCONSIN LEGISLATIVE COUNCIL ACT MEMO

2013 Wisconsin Act 285
[2013 Assembly Bill 412]

**Outside Salespersons and
Minimum Wage**

2013 Wisconsin Act 285 provides that certain outside salespersons are not covered under the state minimum wage law. Specifically, the Act provides an exemption for an individual whose primary duty is making sales, as defined under federal law, or obtaining orders or contracts for services or for the use of facilities for which a consideration will be paid by the client or customer and who is customarily and regularly engaged away from the employer's place of business in performing that primary duty.

Effective date: April 18, 2014. The Act first applied to work performed on April 18, 2014, except that in the case of an employee who is affected by a collective bargaining agreement that contains provisions inconsistent with the Act, the Act first applies to work performed on the date on which the collective bargaining agreement expires or is extended, modified, or renewed.

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This memo provides a brief description of the Act. For more detailed information, consult the text of the law and related legislative documents at the Legislature's Web site at: <http://www.legis.wisconsin.gov>.