



Mortgage

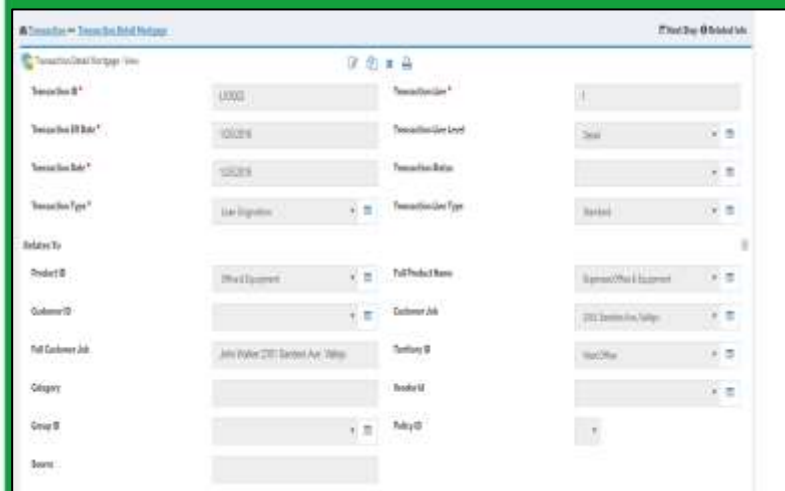
www.qcommission.com

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, recruiters, consultants and managers. Present the commission information in such a way that your staff clearly understands what they are being paid and why they are being paid at a very detailed level. Excel and manual calculations can introduce a lot of errors into your calculations and cause your staff to lose trust in you. QCommission can help avoid that by calculating all commissions systematically and reliably.

Calculate Accurately with Flexible Rules

QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your payees.

- Pay against Loan Originations
- Pay commissions against Loan Volume or Loan Income.
- Calculate Loan Income from components such as Origination Fees, Yield Spread Premium, Processing, Fee, Appraisal and Credit Report Fee.
- Deduct various fees such as Processing Fees from commission. if agent does not collect.
- Pay flat amount of commission per Loan File closed for Loan Processors.
- Pay different commission rates by tiers of revenue attainment.
- Pay Referral Fees to internal and external payees
- Split commissions between multiple Loan officers.
- Pay different split commission rates for Loan Officers.
- Provide splits and overrides to Loan and Branch Managers.
- Deduct non-loan related expenses such as Marketing from overall commissions.
- Calculate loan volume-based bonuses and pay them quarterly or annually.
- Pay weekly, bi-weekly, twice-monthly, monthly
- Pay overrides to sales managers.
- Pay draws or guaranteed payouts.
- Calculate minimum wage payments.



Case Study

Redwood Mortgage chooses QCommission for their Sales Commission

Customer Profile

REDWOOD MORTGAGE provides quality mortgage lending within California for both residential and commercial properties. Founded in 1978, Redwood Mortgage is an established financial organization with 35 years of experience in arranging and funding mortgage loans in California. Redwood Mortgage and its affiliates have arranged around 2 billion dollars in loans and currently manage a loan portfolio of over \$275,000,000. They provide tailor-made loan direct funded solutions secured by residential, multifamily and commercial properties.

The Problem

Prior to QCommission, Redwood Mortgage was calculating commission manually using Excel and 3rd party application report. Samina Shahen, Compensation specialist spends time in mining the data manually to line up to their commission rules for all their Agents, Brokers and Manager. One of their key problem is calculating override commission when the manager cross overs tiers. Due to new commission rules, too many variables for clean calculation in excel is a very time-consuming task every month. The company had new commission fees in place and Samina wanted to have accurate calculation and to handle various scenarios for current plans and new changes in future down the road. The company also expects to have a good customer services when needed readily.

The Project

QCommission implementation crew worked with Samina and her team and underwent an in-depth discovery meeting and designed the commission rules in a way that can be easily processed their current needs and for future changes. QCommission could integrate a custom version of mortgage transactions from an excel file to feed QCommission for processing. There were 3 different commissions plan incentives configured in QCommission (Personal Production Commission, Closed Loan Volume Bonus and Override Commission). The software processed commissions and bonuses on loan amount on any closed deals correctly without any errors given the complexity of year to date tiered rate calculation. The project was average in complexity and got accomplished with the project accessed estimated and on time. I am very happy to have professional looking commission statement being produced every month without any delay to my team.



Import/ Export

QCommission is designed to integrate with Salesforce.com, Sage Peachtree, Sage Intacct, MS Dynamics GP, MS Dynamics Axapta, QuickBooks, SugarCRM, Xero, NetSuite and many others. QCommission can also accept Excel, fixed file and delimited format files. QCommission can also process some PDF format files. QCommission can also operate stand-alone.

- Import data from accounting systems including Invoices, Expenses, Payees, Customers and Products.
- Import from Loan Origination Systems (LOS) including Byte files, Calyx Point, Excel, and fixed or text-delimited files.
- Restrict Transaction import using a date range.
- Export Commissions directly to QuickBooks Accounts Payable
- Export data to Excel, and fixed or text-delimited file formats

Plan Setup

- The QCommission Plan describes an individual's sales commission plan in detail.
- Calculate payouts weekly, bi-weekly, monthly, bi-monthly, quarterly, etc.
- Have multiple commissions and bonuses per plan.
- Create unique plans for every payee or share plans.

Reporting

- Produce detailed commission statements by payee.
- Reproduce commission statements for prior periods.
- Report on split credits and uncredited transactions
- Analyze historical transaction and payment information
- Email commission statements to payees.
- View commission statements through the web.



Plan ID : 32421
 Plan Name : 32421
 Primary ID : 32421
 Currency : USD

Manager Plan : 32421
 Period : 2/1/2016 - 1/31/2016
 Position : Loan Manager
 Fiscal Year : 2016

Gross Payroll Amt : 20,222.50
 Depreciable Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payroll : 0.00
 Recovery from Payroll : 0.00
 Net Payroll Amt : 20,222.50

Trn ID	Trn Eff date	Line Type	Customer ID	Group	Product ID	Loan Amount	Origins Fees	Yield Spread	Other Expenses	Credit Amt	Comm Rate	Payroll Amt
Incentive ID - Loan Income Commissions												
L32016-1	1/25/2016	Standard	John Walker	833494	Auto	1,000,000.00	10,000.00	5,000.00	200.00	11,650.00	81.00	11,772.50
						Total	1,000,000.00	10,000.00	5,000.00	200.00	11,650.00	11,772.50
Incentive ID - Other Expenses												
L32001-1	1/25/2016	Standard			Marketing Expense	0.00	0.00	0.00	-200.00	0.00	100.00	0.00
L32002-1	1/22/2016	Standard			Office & Equipment	0.00	0.00	0.00	-200.00	0.00	100.00	0.00
						Total	0.00	0.00	-400.00	0.00	200.00	0.00
Incentive ID - Administrative Expenses												
L32001-1	1/25/2016	Standard			Printing	0.00	0.00	0.00	-50.00	0.00	100.00	0.00
L32002-1	1/22/2016	Standard			Office Supplies	0.00	0.00	0.00	-50.00	0.00	100.00	0.00
						Total	0.00	0.00	-100.00	0.00	200.00	0.00



Zenith
Payees Commissions Incentive Report By Manager

Manager	Period	Payee	Position	Incentive	Goal	Attainment	Amt	Net Pay Amount	Currency
John Walker	Period : 1	Al Jefferson	Loan Officer	Loan Income Commissions	15,875	15,875	9,215	9,215	USD
		Bob Mande	Loan Officer	Loan Income Commissions	15,875	15,875	8,736.75	8,736.75	USD
		Chazari	Loan Officer	Loan Income Commissions	15,875	15,875	6,399	6,399	USD
							Period Total :	30,350.75	
	Period : 2	Al Jefferson	Loan Officer	Loan Income Commissions	11,975	11,975	6,314	6,314	USD
		Bob Mande	Loan Officer	Loan Income Commissions Loan Volume Bonus	1,200,000 2,400,000	945,000 6,000	445,000 6,000	451,000	USD
		Chazari	Loan Officer	Loan Income Commissions Loan Dist Commissions Loan Volume Commissions	1,200,000 1,200,000 -550	6,314 6,000 -550	6,314 6,000	12,314	USD
							Period Total :	118,328	
							Grand Total :	148,678.75	