

A large, abstract graphic on the left side of the page, composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern.

QCommission

Pay People Properly

www.qcommission.com

Overview

QCommission enables you to quickly calculate commission, draw, and bonuses, verify results and distribute this information to your agents, loan officers and managers. Present the commission information in such a way that your agents clearly understand 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 agents 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.

The screenshot displays a web-based configuration form for mortgage commission rules. The form is organized into several sections with various input fields and dropdown menus. Key fields include:

- Commission Rate:** A text input field containing the value '1000'.
- Commission Rate %:** A text input field containing '100%'.
- Commission Rate %:** Another text input field containing '100%'.
- Commission Type:** A dropdown menu with 'Loan Originations' selected.
- Commission Level:** A dropdown menu with 'Deal' selected.
- Commission Rate:** A text input field containing '100%'.
- Commission Type:** A dropdown menu with 'Standard' selected.
- Product ID:** A dropdown menu with 'Other Equipment' selected.
- Full Product Name:** A dropdown menu with 'Specialty Office Equipment' selected.
- Customer ID:** A dropdown menu with '201 Eastern Ave, Dallas' selected.
- Customer Job:** A dropdown menu with 'John Taylor (201) Eastern Ave, Dallas' selected.
- Marketing ID:** An empty text input field.
- Branch ID:** A dropdown menu.
- Policy ID:** A dropdown menu.

Import/Export

QCommission is designed to integrate with QuickBooks®, Salesforce.com, Sage Peachtree, MS Dynamics GP, MS Dynamics Axapta 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

QCommission stores all data entered and all payout calculations.

- 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.

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.

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Zenith Mortgage Services, Inc - Sales Commission Statement

QCommission

Payee ID : AJefferson	Plan ID : Loan Officer Plan	Gross Payout Amt : 9,585.00	Balance : 0.00
Payee Name : AJefferson	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	
Territory ID : West Office	Position : Loan Officer	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2019	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	Net Payout Amt : 8,585.00

Txn ID	Txn Eff date	Line Type	Customer ID	Group	Product Id	Loan Amount	Orign Fee	Yield Spread	Other Expenses	Credit Amt	Comm Rate	Payout Amt
Incentive ID : 1 Loan Income Commission										Goal Amt : 0.00		
LN2001 - 1	1/14/2019	Standard	John Walker		Conventional	200,000.00	2,000.00	1,000.00	0.00	2,655.00	60.00	1,593.00
LN2002 - 1	1/18/2019	Standard	Anne Rodriguez		VA	100,000.00	1,000.00	250.00	0.00	955.00	60.00	573.00
LN2003 - 1	1/18/2019	Standard	Brad Levinson	KMaguire	FHA	100,000.00	1,250.00	250.00	0.00	1,205.00	60.00	723.00
LN2004 - 1	1/22/2019	Standard	Suzanne Wetters		Junbo	700,000.00	7,000.00	3,500.00	0.00	10,205.00	60.00	6,123.00
LN2005 - 1	1/31/2019	Standard	Walter Sims		Refinance	100,000.00	1,000.00	250.00	0.00	955.00	60.00	573.00
Total :						1,200,000.00	12,250.00	5,250.00	0.00	15,975.00		9,585.00

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Zenith Mortgage Services, Inc - Sales Commission Statement

QCommission

Payee ID : BMonde	Plan ID : Loan Officer Plan	Gross Payout Amt : 8,756.75	Balance : 0.00
Payee Name : Beth Monde	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	
Territory ID : West Office	Position : Loan Officer	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2019	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	Net Payout Amt : 8,756.75

Txn ID	Txn Eff date	Line Type	Customer ID	Group	Product Id	Loan Amount	Orign Fee	Yield Spread	Other Expenses	Credit Amt	Comm Rate	Payout Amt
Incentive ID : 1 Loan Income Commission										Goal Amt : 0.00		
LN2006 - 1	1/16/2019	Standard	John Walker		Conventional	200,000.00	2,000.00	1,000.00	0.00	2,655.00	50.00	1,327.50
LN2007 - 1	1/18/2019	Standard	Anne Rodriguez		VA	100,000.00	1,000.00	250.00	0.00	955.00	40.00	382.00
LN2008 - 1	1/18/2019	Standard	Brad Levinson		FHA	100,000.00	1,250.00	250.00	0.00	1,205.00	45.00	542.25
LN2009 - 1	1/22/2019	Standard	Suzanne Wetters	KMaguire	Junbo	700,000.00	7,000.00	3,500.00	0.00	10,205.00	60.00	6,123.00
LN2010 - 1	1/31/2019	Standard	Walter Sims		Refinance	100,000.00	1,000.00	250.00	0.00	955.00	40.00	382.00
Total :						1,200,000.00	12,250.00	5,250.00	0.00	15,975.00		8,756.75

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Zenith Mortgage Services, Inc - Sales Commission Statement

QCommission

Payee ID : Smith	Plan ID : Manager Plan	Gross Payout Amt : 8,303.00	Balance
Payee Name : John Smith	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	0.00
Territory ID : West Office	Position : Loan Manager	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2019	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	
		Net Payout Amt :	8,303.00

Txn ID	Txn Eff. date	Line Type	Customer ID	Group	Product Id	Loan Amount	Origin. Fee	Yield Spread	Other Expenses	Credit Amt	Contn. Rate	Payout Amt
Incentive ID : Loan Income Commission										Goal Amt : 0.00		
LN2018 - 1	1/25/2019	Standard	John Walker	3CMortgage	Jumbo	1,000,000.00	10,000.00	5,000.00	0.00	14,505.00	80.00	8,703.00
Total :						1,000,000.00	10,000.00	5,000.00	0.00	14,505.00		8,703.00
Incentive ID : Other Expenses										Goal Amt : 0.00		
LX3001 - 1	1/25/2019	Standard			Marketing Expense	0.00	0.00	0.00	-200.00	-200.00	100.00	-200.00
LX3002 - 1	1/25/2019	Standard			Office & Equipment	0.00	0.00	0.00	-350.00	-350.00	100.00	-350.00
Total :						0.00	0.00	0.00	-550.00	-550.00		-350.00
Incentive ID : Reimbursable Expenses										Goal Amt : 0.00		
LX4001 - 1	1/25/2019	Standard			Printing	0.00	0.00	0.00	85.00	85.00	100.00	85.00
LX4002 - 1	1/25/2019	Standard			Office Supplies	0.00	0.00	0.00	85.00	85.00	100.00	85.00
Total :						0.00	0.00	0.00	170.00	170.00		170.00

Payees Incentive Commissions Report by Manager

Enter parameter values

Show/Hide | Export | E-mail

QCommission

Zenith
Parameters:
Payee Manager ID --All--

FISCAL YEAR	PAYEE ID	PAYEE NAME	POSITION	INCENTIVE	COMPANY	GOAL	PAID AMT	ATTAINMENT	CALC PAYOUT AMT	CURRENCY
-- <input type="button" value="Manager"/> <input type="button" value="Smith"/> <input type="button" value="Period"/> <input type="button" value="1"/>										
2016	AJefferson	Al Jefferson	Loan Officer	1. Loan Income Commission	Zenith	0.00	9,585.00	15,975.00	9,585.00	USD
2016	BMunde	Beth Munde	Loan Officer	1. Loan Income Commission	Zenith	0.00	8,756.75	15,975.00	8,756.75	USD
2016	CGarner	Calvin Garner	Loan Officer	Loan Income Commission	Zenith	0.00	12,469.88	15,975.00	8,300.00	USD
2016	CGarner	Calvin Garner	Loan Officer	Loan Unit Commission	Zenith	0.00	12,469.88	1,200,000.00	6,000.00	USD
2016	CGarner	Calvin Garner	Loan Officer	Loan Volume Commission	Zenith	0.00	12,469.88	15,975.00	79.88	USD
No additional records available.							Showing 5 of 5			
							\$9,751.39	1,263,900.00	30,811.63	
-- <input type="button" value="Manager"/> <input type="button" value="Smith"/> <input type="button" value="Period"/> <input type="button" value="1"/>										
2016	CGarner	Calvin Garner	Loan Officer	Loan Income Commission	Zenith	0.00	9,664.88	1,200,000.00	9,664.88	USD
2016	CGarner	Calvin Garner	Loan Officer	Loan Unit Commission	Zenith	0.00	9,664.88	1,200,000.00	0.00	USD
2016	CGarner	Calvin Garner	Loan Officer	Loan Volume Commission	Zenith	0.00	9,664.88	15,975.00	79.88	USD
No additional records available.							Showing 3 of 3			
							18,994.64	2,415,975.00	9,664.88	
No additional groups available.										
							\$4,746.03	3,679,875.00	40,476.51	

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