

Wholesaler Commission Manager

A COMPREHENSIVE SOLUTION TO PROCESS WHOLESALE COMMISSIONS

- Improve accuracy of commission calculations
- Gain efficiency through one-click calculations
- Calculate, pay, adjust, defer commissions
- Audit commission payments
- Report on commissions allocated by sales teams, territories, products, intermediaries, offices

A FULL FEATURE SOLUTION

- Build and maintain credit assignment rules and territory structures through a user friendly interface
- Create salesperson territory assignments or build sales teams across territories
- Create and manage complex commission schedules within a library of rules
- Approve commissions by management level and dollar threshold
- Segregate the management of commissions by business unit
- Configure goal-driven rate tiers, caps, guarantees
- Execute automated and fully configurable commission reversal calculations
- Export to G/L and other payment systems

BUILD CONFIDENCE IN COMMISSION MANAGEMENT

In today's competitive financial sales environment it is important to effectively motivate the sales team. Part of the incentive is to ensure that each sales person is correctly compensated with an effective commission structure. This provides a challenge as commission formulas become more complex and companies move to reclaim commissions on short term holdings.

Wholesaler Commission Manager is an end-to-end solution for managing the commission process on all 40-ACT funds, including ETFs. The system does more than simply manage the calculation and payment of Wholesaler Commissions. Wholesaler Commission Manager enables finance and accounting managers to mitigate the risk of incorrect commission payments and provides the ability to analyze commission costs across sales organization, client or product dimensions.

MANAGE SALES CONTRACTS AND COMMISSION SCHEDULES

Wholesaler Commission Manager provides the user with tools to easily build and maintain sales contracts for individuals and sales teams. A flexible commission rule library stores complex commission schedules for an unlimited number of commission arrangements. The library allows users to build goal-based commission tiers and define criteria to select only commissionable activity in the commission calculation. The sales contracts allow the user to apply specific commission schedules to territories associated with sales people/teams.

BUILD COMMISSION STRUCTURES TO MOTIVATE SALES PEOPLE

To align sales goals with corporate strategy, the system can apply multiple complex commission structures that will motivate sales people based on:

- Asset Retention (Asset Based Trailers)
- Sales Performance (Gross Sales, Net Sales)
- Activity (New Accounts, Transactions)
- Stakeholder (Revenue based)

Encourage retention by configuring the system to reverse commissions on short term holdings while preventing over-reversing and incorrect sale-redemption matching. Reversals are configurable by holding period, dollar thresholds, and LiFo/ FiFo methods.

RESULTS AVAILABLE ON DEMAND

Commissions are calculated on demand via a click of the mouse. Calculations are completed in just minutes and results are immediately available, expediting the review and processing of commissions. Commission payments can be easily managed through the user interface by specifying, adjusting, supplementing or deferring the amounts to be paid. For cash management purposes, period-to-date commission calculations can also be performed at the click of a mouse button using the sales activity loaded to-date. Future period commissions can also be estimated based on past activity and expected growth.

ANALYZE, REVIEW, EXPORT, AND REPORT

Commission Workflow management sets up approval levels for reviewing and finalizing commission payments. Once approved, custom exports to general ledgers, accounting packages or external payroll vendors are provided to eliminate the need for manual re-entry and further increase processing efficiency and commission accuracy.

A wide range of standard reports are available to analyze and report on commissions across many dimensions. Virtually all aspects of Wholesaler Commission management - from sales contract and commission rule information to commission details - can be exported directly from the screens for use in other applications. Users can create and share custom reports easily through the user-friendly custom reporting tool.

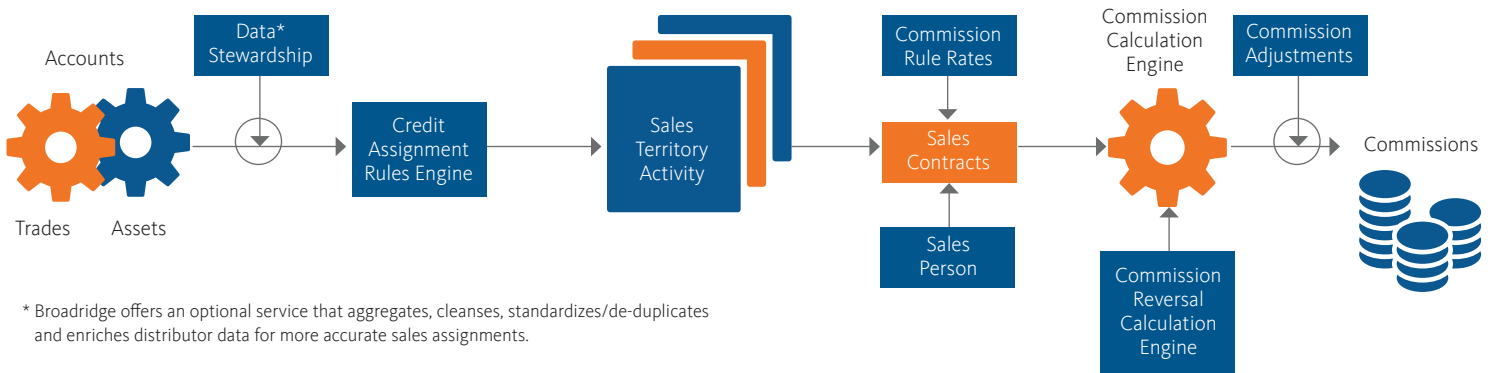
Sales people can be granted restricted access to run reports on their sales and commission data, reducing the burden on management to download and parse data before distributing to sales people.

UNDERSTAND HOW PROFITABLE YOUR RELATIONSHIPS ARE

Knowing how profitable your sales relationships, products, and selling agreements are can help management refine offerings and focus on relationships that can grow the business. Coupled with Intermediary Fee Manager, the platform provides a feature to estimate the revenue collected against the distribution expenses and sales commissions at the product, intermediary, office, and RIA level.

A PROVEN FULL-FEATURE SYSTEM

Wholesaler Commission Management is delivered as software as a service (SaaS), there is no software or hardware to install. Enhancements and updates are seamless and occur in off-hours. As part of the service, Broadridge assumes the burden of the time-consuming data collection and loading processes, freeing up time for your IT resources. An outsourced business model is also available and customizable to fit your needs.



Broadridge, a global Fintech leader with over \$4 billion in revenues and part of the S&P 500® Index, provides communications, technology, data and analytics. We help drive business transformation for our clients with solutions for enriching client engagement, navigating risk, optimizing efficiency and generating revenue growth.

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Technology
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