Dealership Management System

Commission Management

Centralize and maintain accurate commission information

Key Features

- Add invoice commission records, for both new invoices and for invoices that were posted prior to the activation of the feature
- View specific details, as well as adjust information such as the status, date paid, and commission amount
- Shows when the invoice was paid by the customer, when the commission was paid to the salesperson, and the commission amounts that were applied
- Automatically retrieve–from the commission rate master file–values that are in the commission percentages and earned amounts fields, where the general ledger account and salesperson information is on record
- Pull up a report of past invoices and their associated activities that were generated via the billing runs using an invoice history option

With Commission Management, effectively maintain and track your salespeople's commissions, in order to ensure those commissions are always accurate and up-to-date.

Commission Management reduces your number of manual processes and gives you the competitive edge over those whose dealer business systems do not feature an integrated commission management functionality. Commission Management's return on investment is high, as you save time and optimize your sales staff resource, as well as gain the ability to utilize complete and accessible cost calculations.

Flexible Functionalities

With Commission Management, you can create commission structures–with variable rates–by salesperson or product line, and the system will accept valid company and division information, salesperson codes, and general ledger accounts.

The freedom is there to add new commission rate records, and you also have the option of changing, deleting, displaying, or copying rate records. As well, commission rate records are set up for all applicable accounts that will be affected during a billing run, provided you need to track, for example, after-sales postings or credits for invoice trade-ins. During the billing run, postings will be added to the invoice commission file for any accounts that are in the rate file. From the posting records, searching can be performed from a number of fields.

Usability

Commission Management has a convenient setup screen, where general ledger accounts can be associated with commissions, a maintenance screen where the commission rates and status can be updated, and a report generation option for invoice commission records.

Request More Information

If you would like more information, please visit *www.pfw.com* or contact our Sales Team at (519) 474-3300 ext. 230 or *sales@pfw.com*.