

Recruiting Bonus Management

REALedger™ Add-on

Good Idea!
 Improve
 Recruitment and
 Retention of
 Agents

Agent Recruitment is becoming more and more important in building successful brokerages. With Recruiting Bonuses, you can entice your current agents to bring in other agents. Grow your operation with seasoned professionals; pay different bonuses on experience levels. You define the Bonus Plan, how you pay, and when you pay.

REALedger will calculate and accrue the bonuses to your General Ledger. When you decide to make payment, Accounts Payable vouchers are created for you. At the same time, adjustments are made for forfeitures.

What's stopping you from growing your Agent base today?

Recruiting Bonus Setup

1 Find 2 Add 3 Save 4 Undo 5 Delete 0 Close

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Sponsoring Agent: Adams, Daniel 11
 Sponsoring Agent's Vendor Name (for paying bonuses): Daniel Adams 484
 Recruited Agent: Appleman, Steven 14
 Bonus is Based on This Agent's Sales Earnings: Appleman, Steven 14

* Earnings Requirement Before Bonus Payments: 0
 Bonus Cap Amount: 0.00

** Bonus Calculation: 3.00% of Adjusted Gross (after Pre-Split Deductions)
 *** Plan Start Date: 01/01/2007
 Plan End Date - leave blank if there is no end date: 05/31/2007
 Payment Start Date - first date eligible for bonuses: 05/01/2007

* Bonus accrues even on sales that contribute to the earnings requirement
 *** Sales qualify for referral bonus based on Close Date between Plan Start Date and Plan End Date

Record: 14

MIS Real Estate Company
 Recruiting Bonus Payments Due

4-Of 3-28-2008

Sponsoring Agent: Adams, Daniel Office: DT Portland Downtown
 Bonus Plan # 2 Agent whose commissions determine bonus: Appleman, Steven Term Date:
 Recruited Agent: Appleman, Steven Term Date:

Plan Start Date: 01/01/2007 Earnings Requirement: \$0.00
 Plan End Date: 05/31/2007 Bonus Cap: \$0.00
 Pymt Start Date: 05/01/2007 Bonus Calculation: 3.00% of Adjusted Gross (after Pre-Split Deductions)

Sale ID	Date Closed	Property Address	Sale Commission	Bonus	Payment Due	Bonus Cap Attain'd?	Future Pymt Start Date?	Earnings Req Not Met?	Termed? Self / Recruit
7183	02/24/2007	843 East Avenue	\$3,990.00	\$117.90	\$117.90	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
7780	03/15/2007	1236 Rose	\$3,426.50	\$102.80	\$102.80	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
8424	03/24/2007	821 2nd Ave	\$5,577.00	\$167.31	\$167.31	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
8423	05/09/2007	60630 NW Wilson Dr.	\$4,200.00	\$126.00	\$126.00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
9220	05/11/2007	208 North St	\$3,423.75	\$102.71	\$102.71	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
9239	05/19/2007	71530 Fishhawk Rd	\$9,420.00	\$282.60	\$282.60	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> / <input type="checkbox"/>
Bonus Plan #2 Totals:			\$29,977.25	\$899.32	\$899.32				

Bonus Totals for Adams, Daniel: \$899.32 \$899.32

REALedger Recruiting Bonus Management features:

Company Defined Bonus Plans:

- ◆ Multiple Levels
- ◆ Agents can be paid on multiple recruits
- ◆ User define plan dates (if any)
- ◆ Optional Earnings Minimum
- ◆ Optional Bonus Cap
- ◆ Calculate on GCI, Agent \$, or Office \$

Accrual and Payment Management:

- ◆ Accrue Bonuses Periodically (Daily, Weekly, Monthly, Quarterly)
- ◆ Forfeitures calculated for you
- ◆ System Generated Bonus Checks
- ◆ Pay Bonuses on demand

Recruiting Bonus Management is available for REALedger 6.7a and will support Prudential Real Estate's TeamBuilderSM offering.



Your Complete Real Estate Accounting Solution

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