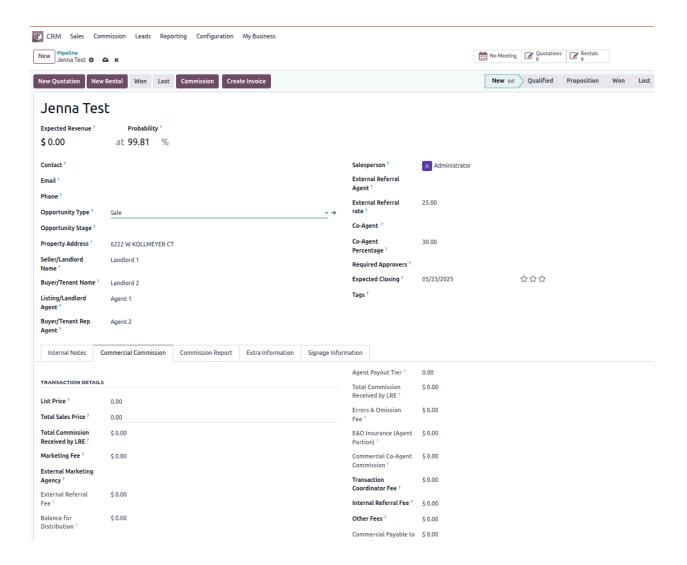# Commercial Commission Plan

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To activate commercial features in the commercial branch, we want to enable a boolean option in the settings.

Settings → CRM

As shown in the picture, the CRM settings have two sections: "Commission" for residential and "Commercial Commission" for commercial. Make sure the Commercial feature is only turned on for Commercial companies by enabling the checkbox under the "Commercial Commission" section, note these options will only be visible if the commission_plan module is installed.

CRM   Sales   Commission   Leads   Reporting   Configuration   My Business

New   Pipeline
      Jenna Test ⚙ ☁ ✖

No Meeting   Quotations   Rentals
                    0   0

New Quotation   New Rental   Won   Lost   Commission   Create Invoice

New 6d   Qualified   Proposition   Won   Lost

Jenna Test

Expected Revenue ?   **Probability** ?

$ 0.00   at 99.81   %

Contact ?   **Salesperson** ?   A Administrator

Email ?   **External Referral
                                                  Agent** ?

Phone ?   **External Referral   25.00
                                                  rate** ?
Opportunity Type ?   Sale   ▾ →
                                                 Co-Agent ?
Opportunity Stage ?
                                                 **Co-Agent   30.00
Property Address ?   6222 W KOLLMEYER CT   Percentage** ?

Seller/Landlord   Landlord 1   **Required Approvers ?
Name** ?
                                                 Expected Closing ?   05/23/2025   ☆ ☆ ☆
Buyer/Tenant Name ?   Landlord 2

Listing/Landlord   Agent 1   **Tags ?
Agent** ?

**Buyer/Tenant Rep   Agent 2
Agent** ?

| Internal Notes | Commercial Commission | Commission Report | Extra Information | Signage Information |

TRANSACTION DETAILS   **Agent Payout Tier** ?   0.00

                                                 **Total Commission $ 0.00
List Price ?   0.00   Received by LRE** ?

Total Sales Price ?   0.00   **Errors & Omission $ 0.00
                                                  Fee** ?
**Total Commission $ 0.00
Received by LRE** ?   **E&O Insurance (Agent $ 0.00
                                                  Portion)** ?
Marketing Fee ? $ 0.00
                                                 **Commercial Co-Agent $ 0.00
External Marketing   Commission ?
Agency** ?
                                                 **Transaction $ 0.00
External Referral $ 0.00   Coordinator Fee ?
Fee** ?
                                                 Internal Referral Fee ? $ 0.00
**Balance for $ 0.00
Distribution** ?   **Other Fees** ? $ 0.00

                                                 **Commercial Payable to $ 0.00

As shown in the image above, the additional pages— Commercial Commission, Commission Report, and the Commission button—will only be visible once the boolean option is enabled.

The fields shown on the Commercial Commission page will change based on the selected opportunity type. In this example, the opportunity type selected is "Sale."

From the action button we can print the Commercial Commission Report,
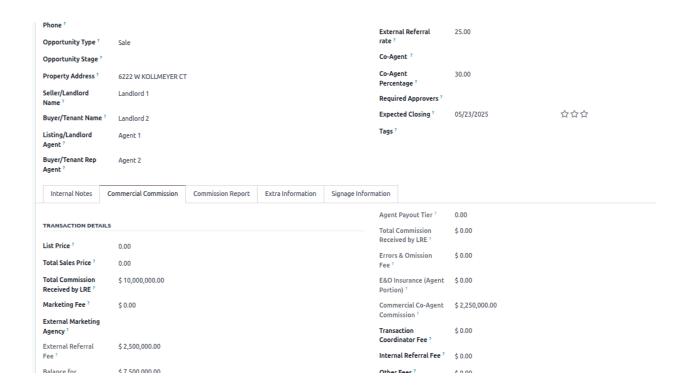
Some Calculations are:-

1) External Referral Fee = Total Commission Received by LRE * External Referral rate(in percentage)

   Ex:-

   Here the Total Commission Received by LRE = 10,000,000.00

   External Referral Rate = 25 %

   So the External Referral fee = 2500000

Phone ?		External Referral rate ?	25.00
Opportunity Type ?	Sale	Co-Agent ?	
Opportunity Stage ?		Co-Agent Percentage ?	30.00
Property Address ?	6222 W KOLLMEYER CT		
Seller/Landlord Name ?	Landlord 1	Required Approvers ?	
Buyer/Tenant Name ?	Landlord 2	Expected Closing ?	05/23/2025 ☆☆☆
Listing/Landlord Agent ?	Agent 1	Tags ?	
Buyer/Tenant Rep Agent ?	Agent 2		

Internal Notes | **Commercial Commission** | Commission Report | Extra Information | Signage Information

TRANSACTION DETAILS

		Agent Payout Tier ?	0.00
List Price ?	0.00	Total Commission Received by LRE ?	$ 0.00
Total Sales Price ?	0.00	Errors & Omission Fee ?	$ 0.00
Total Commission Received by LRE ?	$ 10,000,000.00	E&O Insurance (Agent Portion) ?	$ 0.00
Marketing Fee ?	$ 0.00	Commercial Co-Agent Commission ?	$ 2,250,000.00
External Marketing Agency ?		Transaction Coordinator Fee ?	$ 0.00
External Referral Fee ?	$ 2,500,000.00	Internal Referral Fee ?	$ 0.00
Balance for	$ 7,500,000.00	Other Fees ?	$ 0.00

2) Balance For Distribution = Total Commission Received by LRE - Marketing Fee - External Referral fee

Ex:-

Here,

The Total Commission Received by LRE = 10,000,000.00

Marketing Fee = 100

External Referral fee = 2500000

So, Balance For Distribution = 7499900

Commission to Lange Real Estate

Total Commission Received by LRE:	$ 10,000,000.00
Marketing Fee:	$ 100.00
External Referral Fee:	$ 2,500,000.00
Balance for Distribution:	$ 7,499,900.00

3) Commission Earned = Balance For Distribution * Tier (%)

Ex:-

Here the balance for distribution = 7499900

Tier = 60 %

So the Commission Earned = 4499940

Balance for Distribution:	$ 7,499,900.00

Distribution to Agent

Tier:	60.0%
Commission Earned:	$ 4,499,940.00

4) Co-Agent Commission = Balance For Distribution * Co-Agent Percentage
5) E&O Insurance(Agent Portion) = E&O fee * (1 - Co-Agent Percentage)
6) E&O Insurance (Co-Agent Portion) = (E&O fee * Co-Agent Percentage)
7) Payable to Agent = Commission earned - E&O Insurance - Transaction Co-ordinator Fee - Internal Referral Fee -Other Fee

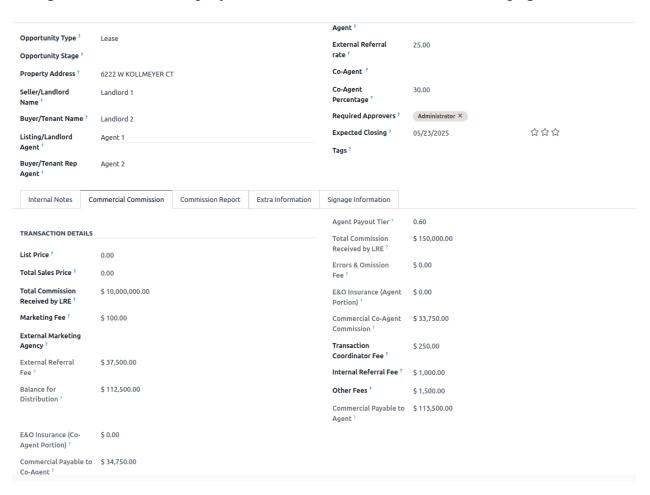|	
Commission Earned:	$ 4,499,940.00
Errors & Omissions Insurance:	$ 0.00
Co-Agent Commission:	$ 2,249,970.00
Transaction Coordinator Fee:	$ 250.00
Internal Referral Fee:	$ 1,000.00
Other Fees:	$ 1,500.00
Payable to Agent:	$ 2,247,220.00

8) Payable To Co-Agent = Commission - E&O Insurance + Internal Referral Fee

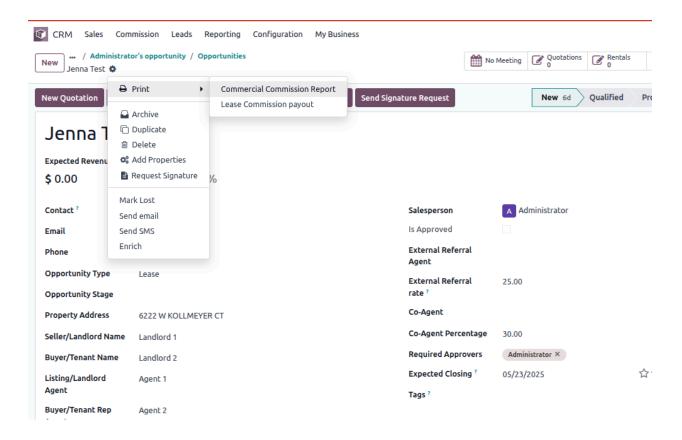|	
Commission:	$ 2,249,970.00
Errors & Omissions Insurance:	$ 0.00
Internal Referral Fee:	$ 1,000.00
Payable to Co-Agent:	$ 2,250,970.00

All payments will be net of any outstanding charges on agent's account.

Lease Opportunity

As mentioned, selecting "Lease" as the opportunity type will result in slight changes to the fields displayed on the Commercial Commission page, ie
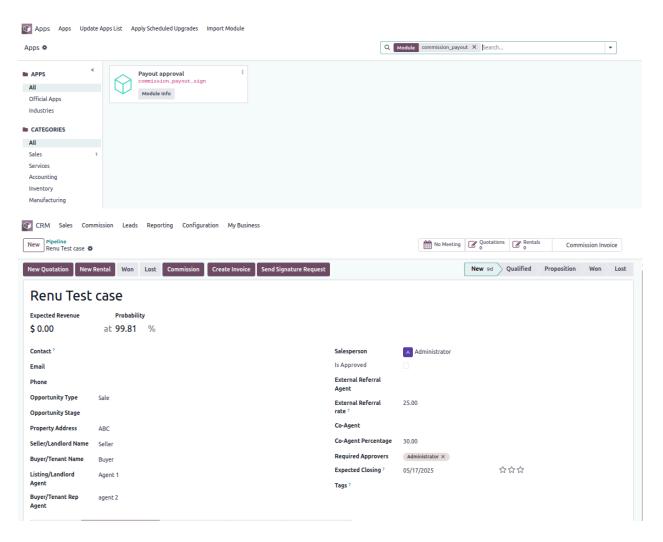
Opportunity Type ?	Lease
Opportunity Stage ?	
Property Address ?	6222 W KOLLMEYER CT
Seller/Landlord Name ?	Landlord 1
Buyer/Tenant Name ?	Landlord 2
Listing/Landlord Agent ?	Agent 1
Buyer/Tenant Rep Agent ?	Agent 2

Agent ?	
External Referral rate ?	25.00
Co-Agent ?	
Co-Agent Percentage ?	30.00
Required Approvers ?	Administrator ✕
Expected Closing ?	05/23/2025 ☆☆☆
Tags ?	

Internal Notes	Commercial Commission	Commission Report	Extra Information	Signage Information

TRANSACTION DETAILS

		Agent Payout Tier ?	0.60
List Price ?	0.00	Total Commission Received by LRE ?	$ 150,000.00
Total Sales Price ?	0.00	Errors & Omission Fee ?	$ 0.00
Total Commission Received by LRE ?	$ 10,000,000.00	E&O Insurance (Agent Portion) ?	$ 0.00
Marketing Fee ?	$ 100.00	Commercial Co-Agent Commission ?	$ 33,750.00
External Marketing Agency ?		Transaction Coordinator Fee ?	$ 250.00
External Referral Fee ?	$ 37,500.00	Internal Referral Fee ?	$ 1,000.00
Balance for Distribution ?	$ 112,500.00	Other Fees ?	$ 1,500.00
		Commercial Payable to Agent ?	$ 113,500.00
E&O Insurance (Co-Agent Portion) ?	$ 0.00		
Commercial Payable to Co-Agent ?	$ 34,750.00		

And also the Lease Commission Payout Report will be available in action button

Some Calculations:-

1) Amount(Total Commission Received by LRE) = Base Rent * Landlord percentage
2) External Referral Fee =Amount * External referral Rate
3) Balance For Distribution = Amount - External Referral Fee
4) Co-Agent Commission = Balance for distribution * Co-agent percentage
5) Payable to Agent = Commission Earned - E&O Insurance - Co-Agent Commission - Transaction Co-ordinator fee - Internal Referral fee - other Fee
6) Payable to Co-Agent = Commissions - E&O Insurance + Internal Referral fee

Once we set the required approvers and install the commission_payout_sign module, a new button labeled "Send Signature Request" will appear. Clicking this button allows to send a signature request to the selected approver.

Before clicking the "Send Signature" button, please make sure to add an attachment by clicking the "Commission" button. This will generate an attachment on the Commission Report page.

Once the signature request is sent, it will redirect to the Sign module. From there, the approver can sign the report by clicking the "Sign Now" button, then validate and send the document.

Once the process is complete, a smart button labeled "Signature Requests" will appear, showing the number of requests. We can view the requests by simply clicking this button.