



Commissions and Incentives: Breaking Heights for the New Digital Sales Teams


Commissions and incentives motivate sales agents and brokers in the real estate industry to achieve desired revenue. Since it is only due upon the sale of a property, tracking commissions for real estate agents is tedious and may cause delays and inaccuracies. From there, communicating the timeline and how long the process may take is crucial. Acumatica with Real Estate Dimensions (RED) integrated with the commissions and incentives module provides a cloud-based commission management solution that processes incentive payout faster, reducing errors and increasing efficiency for sales teams to succeed.

As the pressure of digitization on sales functions has grown, the real estate industry seeks new approaches to optimize its sales enablement. RED's commission and incentives module work perfectly in this situation. It allows businesses of any size to meet their requirements of automating commission and incentive management calculations with a customizable program for different commission schemes alongside all the essential data and information needed. Embedded with modernized payout processing, it easily tracks the performance of agents, brokers, and sales teams. Monitors ongoing and incoming sales opportunities and computes the potential earnings to motivate them further. Its intuitive system ensures that incentive allocation is fast and timely.

Moreover, providing an added convenience by automating payouts when a customer reaches a specific percentage payment and provides the final computation to users. Align incentive plans and keep sales teams focused on their goals through access to the overview of the commission, including the date of the sale, percentage, its final amount, and distribution, depending on multiple agents and sales heads.

Acumatica with RED empowers sales teams with a faster and more effective commissions and incentives system designed to reward accordingly, keep their morale high, and motivate them to do their best.

ACCELTECH

 #12-14 International Plaza,
10 Anson Road, Singapore 079903

 info@acceltech.com.sg

 acceltech.com.sg



Product Highlights and Capabilities:

Customer Relationship Management (CRM)	Enhance generating of leads, business accounts, opportunities, and sales proposals from a consolidated, single location providing users with a 360-degree, real-time view streamlining all customer information management needs.
Sales Automation	Manage contacts and prospect accounts through the sales pipeline using opportunities and quotes with a complete ERP integration that supports customer conversion and post-deal reporting.
Property Sales	Streamline buyer experience by taking control of customer requests, including pending construction, punch lists, and turnover schedules to handle property contracts efficiently.
Compliance	Automate viewing of all documentation needed for submission by monitoring the completeness of the requirements submitted to the agreement, tracking lien waivers, insurance policies, certificates, notices, and safety notices through configurable options.
Property Financing	Provides payment flexibility by offering multiple financing schemes that meet customers' capability. Improves collection efficiency through automated demand letters to help manage and enforce foreclosures.
Lease Management	Ensure compliance by creating, managing, and renewing leases with flexible terms. Configure start and end dates, rent charges, renewal status, contacts, security deposits, late fees, utility details, lease history, insurance requirements, and other information with accuracy and promptness.
Retainage	Streamline invoicing and payments by tracking initial retainage and withholding money on vendor payments in customer invoices throughout the project for progress billing, time and material billing, and other project cost commitments.
Cost Codes	Enhance your account classification with an effective way to organize, manage, track, analyze, and budget project work.
Commissions & Incentives	Boost your team's performance by creating various commission schemes and sharing to release commissions regularly whenever a payment milestone has complied.
Property Management	Save time and money through consolidated financials and an overview of your property details, including property type, fees, maintenance schedules, addresses and lot details, expenses, lease administration details, and more.
Maintenance Management	Respond to every tenant's needs by creating maintenance work orders for field technicians or leveraging the native field service application for advanced service dispatch, scheduling, and reporting.

Acumatica is the only major global ERP player that has NO PER-USER FEES.

Our flexible deployment and modern growth-friendly licensing puts customers first and are ready to scale with your changing needs. All employees can now use your ERP system and digitally transform your organization.

