



This TechNote highlights a recent enhancement to the **Commissions** module in **Agency Integrator**, available after our release on May 31, 2014.

A new value: **Net Override** can now be used in the Commissions calculation process. This allows you to pay out another “layer” of payees before arriving at the Agency’s final Net amount. Net Override is calculated by taking the Override minus all payments for the Hierarchy, ECP, and Special Deals. Then, you can base additional payments on that Net Override value through Schedules and ECP.

Net Override is replacing the current concept of **Adjusted Override**. In a future release, you will also be able to base a Special Deal payment on Net Override. But currently, Special Deals can only be based on the legacy amount of Adjusted Override.

## Net Override in an Agent or Hierarchy Schedule

To use Net Override in an Agent or Hierarchy schedule you need to open the desired Schedule (or create a new Schedule) and navigate to the Subschedule to enter the Rate.

Select the Schedule:

The screenshot shows the 'Schedule Management' interface. It includes search filters for Schedule ID, Carrier (Banner), Product (select...), Show (Active), Start Date, End Date, and Organization (select...). Below the filters is a table of schedules:

ID	Name	Start Date	End Date	Available	Products	Schedule Type
1536	Banner 2014 (Agent)	05/01/2014		Y	Y	Agent
1534	Banner 2014 (Gross)	05/01/2014		Y	Y	Gross
1535	Banner 2014 (Hierarchy)	05/01/2014		Y	Y	Hierarchy

Select a Subschedule:

The screenshot shows the 'Schedule Detail' interface for Schedule ID 1536. It displays the following information:

- Schedule ID: 1536
- Carrier: Banner
- Schedule Name: Banner 2014 (Agent)
- Schedule Description:
- Schedule Type: Agent
- Override/Gross Schedule: Banner 2014 (Gross) (Gross)
- Replaces Schedule: select...
- Start Date: 05/01/2014
- End Date:
- Available For Use: ☒

Below the details are tabs for 'Subschedules', 'Attached Organizations (0)', and 'Hierarchy/Tiers (0)'. The 'Subschedules' tab is active, showing a table with one subschedule:

ID	Subschedule	Products
3024	May Banner Term	Y

Enter the Rate. For the **Based On** option, select **Net Override**:

Rate*	Payment Type*	Paid By*
10.00	Commission	MGA

## Net Override in ECP

To base an Employee Compensation payment on Net Override, navigate to Administration, Commissions, and **Employee Compensation**. Click **New Grid** or double click to open an existing Grid. Add a new Override Share or edit an existing Override Share, and note that there is a new **Based On** option for **Net Override**:

Grid Name: Sales Manager Share  
 Name: Eric's Bonus  
 Description: Eric Jensen Bonus  
 Active Date: [ ] Inactive Date: [ ]  
 Start Year: 0 End Year: 0  
 Percentage Rate: [ ] Based On: Net Override  
 Product Type: All or All Others  
 Carrier: All or All Others  
 Plan: All or All Others  
 OK Cancel

## Sample of Net Override

### Policy with \$1,000.00 Base Premium

#### Gross Schedule

(Based on Base Premium)      200%      of \$1,000.00 =      \$2,000.00

#### Agent Schedule

(Based on Base Premium)      90%      of \$1,000.00=      \$900.00

**Override =      \$1,100.00**      (Gross minus Agent)

#### *Subtract Payments Based on Override*

#### Hierarchy Payment

(Based on Override)      10%      of \$1,100.00 =      \$110.00

#### Special Deal

(Based on Base Premium)      20%      of \$1,000.00 =      \$200.00

**Net Override =      \$790.00**      (Override minus Payments Based on Override)

#### *Subtract Payments Based on Net Override*

#### Agent Payment

(Based on Net Override)      10%      of \$790.00 =      \$79.00

#### Hierarchy Payment

(Based on Net Override)      10%      of \$790.00 =      \$79.00

**Net =      \$632.00**      (Net Override minus Payments Based on Net Override)