



A Vue Distributor Accelerator Suite Module

Vue Compensation

A powerful and flexible solution that makes it easy for large distributors (MGA, FMO, IMO, and Brokers) to administer revenue and provide rich commission and incentive programs.

Vue Compensation integrates directly with Vue Contracting & Compliance and Vue CRM for Insurance Distributors.

Manage any type of compensation plan

Utilizing the intuitive interface of Vue compensation, distributors can develop incentive programs (i.e. commissions, bonuses, gamification), that maximize sales for the most profitable products. React quickly to market opportunities with flexible compensation strategies, gain a competitive advantage, and deliver the flexibility that sales and marketing executives require in today's market.

Increase producer retention and satisfaction

Enable producers to access clear compensation metrics and commission statements that are easily understood, with statement accuracy controls that allow producers to focus on sales and revenue rather than wasting time on shadow accounting, increasing retention and satisfaction as producers elect to do business with carriers that make their lives easier.

Hierarchy management

Advanced automation capabilities greatly enhance the management of complex producer and distributor hierarchies to ensure accuracy and timeliness of commission transactions. You can drill down into the details of how each policy is paid, along with reporting hierarchies for effective, accurate commission payments.

Transform producer satisfaction with vue's self-service portal

Customize and automate the entire commission process, including commission records and online commission-dispute resolution. It also enables producers to download commission and tax records, manage sales quotas and targets, and report bonus qualifications and approvals with full production reporting. Vue compensation integrates seamlessly with Vue's producer self-service portal.

What our clients are saying about Vue

" We selected Vue Compensation because it has a proven record of handling the complexities inherent in our business. The Vue team's industry expertise and history of successful deliveries assured us that we are choosing the right strategic partner for this project."

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Features

Support all insurance compensation plans

- Supports all insurance industry flat rate and percentage commission structures
- Supports graduated and tiered commission plans
- Supports monetary and non-monetary incentives
- Allows strict rules and oversight of compensation advances (annualization)

Distributor book of business

- Create a policy database of your book of business
- Manage multiple types of insurance contracts/policies
- Track new business and renewals
- Serve unlimited hierarchy tiers
- Provide efficient policy and insurance plan research
- Post to a general ledger

Insurance product-line support

- Manages multiple types of insurance contracts/policies with features unique to each line
- Manages multiple types of financial and wealth management products and services
- Tracks new business registration
- Serves unlimited hierarchy tiers
- Enables multiple commission splits
- Provides efficient policy and insurance plan research
- Presents complete audit trails

Custom compensation workflow

- Flexible user-defined bonus and compensation programs
- Custom limits and approvals
- Custom bonus approval processes
- Business rules for payouts based on business requirements

Powerful event driven compensation calculation engine

- Advanced hierarchy functions (see below)
- Supports custom sales measures
- Supports user-defined commissionable events, e.g., charge backs, renewals, etc.
- Multiple events from one payment
- Supports multiple hierarchies per payee
- Automated scheduler for compensation plans and payouts
- Allows statement previews
- Provides the ability to retroactively make changes to a plan, producer, or policy characteristics along with effective dates

*Requires Producer Self-Service Portal

"Give your producers 24/7 service"

*Book of Business (BOB)

- Policy and premium research
- Production reporting
- Insured research

*Commission Self-Service Center

- Commission research
- Commission disputes
- Downloadable commission records
- Submitted business reports
- Commission statements
- Tax reporting information

*Incentive Self-Service

- Quota and target management
- Bonus qualification reporting
- Bonus approvals
- Supports gamification

Vue Components

Producer database

- Producer profiles (accounts) with demographics
- License and appointment for eligibility checking
- User defined fields and entities

Hierarchy management

- Reporting and commissionable hierarchies
- Special incentive hierarchies
- Tools to replace, promote, and merge producers within hierarchies

Tools to automate the work

- Graphical workflow and questionnaire designer
- Form designer with branching
- Letter and email generation
- Report writer

Integrations

- Standard integrations include policy data, premium data, commission files, accounts payable, payroll, general ledger, agent balances
- Standard web services for commission detail, commission statements, balance information, hierarchy

Communicate and approve with ease

- Follow-up & submit requests for approval
- Email links or documents one at a time or in bulk
- Automatic tasks and emails based on parameters you set

Tools to simplify the work

- Work que metrics and dashboards
- Personalized queries and results
- Audit trail down to the field and user level
- Upload document
- Exception tracking and escalation
- Add notes at producer or credential level