

Commission tracking and split calculations

Automatically calculates commission splits and tracks payments when real estate transactions close, ensuring accurate agent compensation and reducing manual accounting errors.

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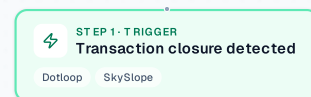


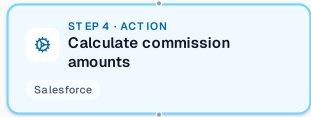
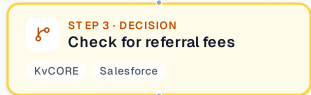
WORKFLOW TRIGGER

Transaction marked as closed/funded in transaction management system

Visual Flow

Each node represents an automated step. Connections show how data and decisions move through the workflow.





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Step-by-Step Breakdown

Detailed explanation of each automated stage in the workflow.

1

⚡ TRIGGER

Transaction closure detected

Workflow initiates when a real estate transaction is marked as closed or funded in the transaction management platform. Transaction details including sale price and agent information are captured.

2

 ACTION

Retrieve agent commission structure

Pulls the assigned agent's commission split percentage and any special terms from their profile in the CRM. Retrieves brokerage commission rates and fee structures.

Salesforce

Follow Up Boss

3

 DECISION

Check for referral fees

Determines if the transaction involves referral fees to other agents or brokerages. Routes to different calculation paths based on referral presence.

KvCORE

Salesforce

4

 ACTION

Calculate commission amounts

Computes total commission earned, agent split amount, brokerage portion, and any referral fees. Applies transaction fees and adjustments per company policy.

Salesforce

5

 ACTION

Generate commission statement

Creates detailed commission breakdown report showing calculations, splits, and net payment due to agent. Logs the statement in agent's transaction history.

Dotloop

Salesforce

6

 ACTION

Update agent compensation records

Records commission payment in agent's compensation tracking and updates year-to-date earnings. Triggers accounting system integration for payment processing.

Follow Up Boss

Salesforce

7

 OUTPUT

Deliver commission documentation

Sends commission statement to agent and accounting team via email. Creates payment authorization for accounts payable processing.

Salesforce



Outputs

- Commission statement with detailed breakdown
- Updated agent compensation records



Key Metrics

- Commission processing time
- Calculation accuracy rate
- Agent payment satisfaction score



Tools & Integrations

- Dotloop
- SkySlope
- Salesforce
- Follow Up Boss
- KvCORE

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