

#### COMMISSIONS

#### [ WHAT IS COMMISSIONS? ]

Commissions (COM) transmits information regarding commissions and compensation from insurance carriers to distributors for annuity and life insurance products. It also provides same-day money settlement.

## [BENEFITS]

By reducing the turnaround time for processing and paying commissions, sales representatives can be quickly compensated. With COM you can:

- Settle money same day. Settling commissions and compensation dollars along with all other financial transactions through DTCC produces numerous cost savings and better risk management. And quickly compensating sales representatives may increase their motivation to sell.
- Increase efficiency. Do more with less. Automation decreases the resources needed to process commissions while increasing the volume of commissions that can be processed each day.
- Decrease operating costs. Eliminating the manual processing of commissions will lead to decreased back office expenses as well as a reduction in the number of checks and wires, and their associated costs.

### [FEATURES]

Using a mainframe or Internet connection, insurance carriers can electronically send one file containing commission information to DTCC. DTCC then routes the information to the distributors and settles the monetary payments. Features include:

- Information regarding payments, advances and chargebacks of periodic-based compensation, ad hoc transaction-based commissions and bonuses.
- Money settlement that consolidates transaction obligations into one credit or debit at the end of each day.

# [CONTACT US]

For more information, please contact Insurance Services at (212) 855-4477. E-mail us at ips@dtcc.com or visit our Web site at http://insurance.dtcc.com.

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