



Agents Advance Add-On

USS516 Agents Advance Commission Feature

The United Systems and Software, Inc. (USSI), Agent Advance Feature (USS516), is a series of programs designed to integrate with the Life and Health Administration System (USS510e), to provide a method for paying advance commissions to agents.

In most companies agents are paid commission based on paid or collected premiums. In some insurance companies, agents are paid on submitted business, rather than paid business.

Since USS510e generates commissions based on paid business, USS516 is available for those companies who need the additional feature of paying on submitted, or by some other basis.

USS516 allows the user to define how advance commissions will be paid, then tracks the advance commissions to ensure collection as premiums are paid or recovery if the policy should lapse.

Product Description

USS516 was designed to offer user flexibility in the qualification and calculation of advance commission payments to agents.

Many insurance companies use agent advance commissions as a marketing motivator, allowing qualified agents to receive a portion of their annualized first year commissions on submitted rather than paid business. While incenting agents, this practice can be financially damaging if proper controls are not in place to insure collection of the advance amount. The system must apply all commissions earned on a policy to any outstanding advances before allowing the agent to receive earned commissions. The system must also provide a method to quickly recover advanced commissions in situations where the policy falls into a lapse condition for non-payment of premiums.

USS516 was designed to aid that administrative nightmare, while providing the company with the tools necessary for it to motivate and incent its agents in the field.

Advance statements and checks are generated on demand; weekly, daily or multiple times per day. Statements may be printed or emailed to the agent. Checks may be printed or directly deposited to the agents bank account.