



Top 14 benefits of sales commission management apps for business leaders.

LEAPTREE EXPLAINED



Introduction

Here @ [Leaptree](#), we spend a lot of our time working with business leaders on helping them streamline their commission processing workloads.

Lets take a look at some of the significant ways in which these leaders, from CROs to Finance to Sales and indeed HR, realise immediate value and reap the benefits from moving to a sales commissions management app.

PROCESSING

↓ 90%

reduction in effort managing end of period compensation processing.

PLANNING

↓ 90%

reduction in effort planning and modelling future plans/scenarios.

PREVENTING

↓ 50%

reduction in effort managing disputes, clawbacks, and exceptions.

TIME SAVED

↓ 90%

reduction time spent on compensation processing, avoid errors, and boost revenue.



Top Benefits

CRO

1

Model out different scenarios: understand potential future payouts and impact on spend with dynamic “what-if” modeling.

2

Keep on top of cashflow: devise, compare, and assess future plans to keep control of spend and outgoings.

3

Ensure you have the right people in the right seats: understand the profile and performance of your revenue generating teams at a glance.

4

Drive growth and reduce operational costs: use deep insights into spend and performance to streamline operations and maximize revenue.



Top Benefits

5

Cash management: employ tactics such as *staged commissions* to plan and pay sales at different stages to keep tighter control of spend.

6

Major operational cost savings: save 90% of time building and running compensation plans compared to using time consuming and error-prone spreadsheets.

7

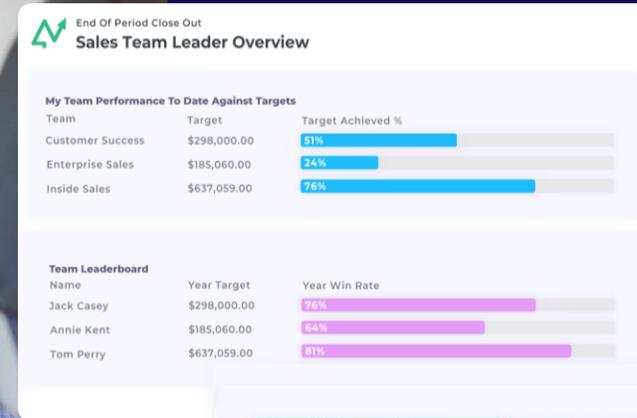
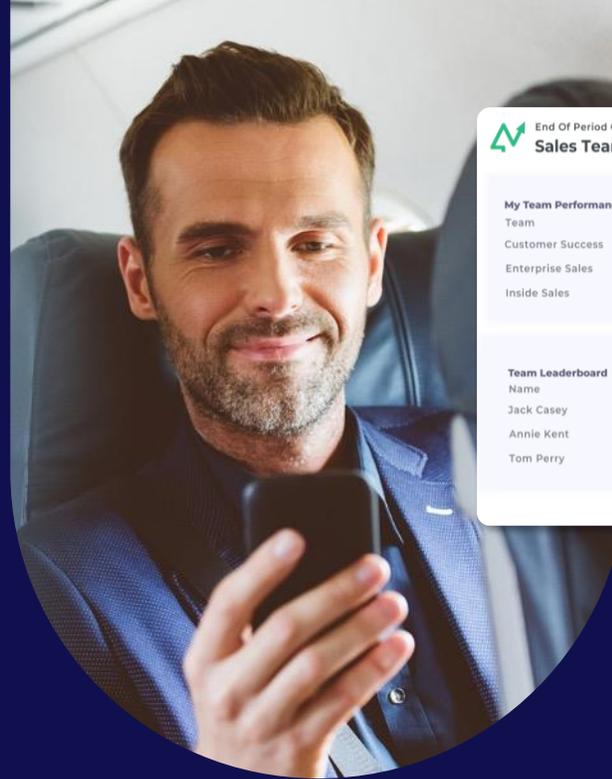
Negate Overspend: Ensure you're not overspending on commission payments with accurate insights and the ability to quickly model plans to understand impact and reconfigure easily.



Finance Leaders

Top Benefits

Sales Leaders



[New Split Commission +](#) [New Dispute +](#) [New Clawback +](#)

My Active Workflows

Dispute Name	Raised By	Status
Dispute 0874	Tom Perry	In Progress

8

Drive your "A" players: use tactics such as attainment tiers and deal multipliers to continue to incentivize your high performers to achieve more.

9

Manage and review the performance of underachievers: configure your compensation plans in the right way to ensure you are not overpaying for underperformance.

10

Make significant operational cost savings: build and model out different monetary outcomes based on a variety of compensation plan scenarios. Put an end to costly dispute management with error free, transparent commission plans.

11

Spend more time on selling and less time on admin: save up to 90% of time running and managing complex sales commission plans, and focus your attention on sales.

Top Benefits

12

Added transparency in commission payouts: create a culture of trust in the workplace by presenting secure personalised dashboards to enable your revenue performers understand exactly how their sales incentives are calculated and paid.

13

Observe fair process: keep employees alert to where they're hitting their targets – and where they're falling short.

14

Aid recruitment: show prospective employees that there's a detailed, formalized system in place for managing sales commissions. As importantly, retain your best sales people by creating a culture of trust and openness with easy to understand commission breakdowns.



HR Leaders



Find out more

[Leaptree.com](https://leaptree.com)

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