



## Accurate tracking and payment of complex compensation and revenue structures

EarningsQ™ is a dynamic compensation system that automates and streamlines the complex demands of today's financial services providers across brokerage, managed fee, hybrid and insurance business lines:

- Unlimited, flexible and dynamic compensation schedules place the full control for managing all aspects of compensation processing in the administrator's hands
- Dually-licensed personnel receive aggregated compensation reports, while each separate business entity or business line receives the data necessary to close their books
- With our unique services we offer you the benefits of NSCC transaction reporting and NSCC automated commission collection without the need for your firm to become an NSCC (Fund/SERV or IPS) member

### When to consider **EarningsQ**

Compensation and revenue sharing, tracking and payment is a time-consuming, manual process

You want the ability to mine your processed commission data

You need strong data integrity and reconciliation procedures

You would like to increase advisor productivity and retention

For further information on this product or other Q-Suite applications, please contact one of our sales representatives:

877-348-2838

[www.quadrondata.com](http://www.quadrondata.com)



A Fetter Logic Company

FEATURES	BENEFITS
Provides an efficient and user-controlled source for compensation management	+ Quick response to changing business needs + Management oversight and cost control + Limit compensation errors
Supports multiple business entities	+ Import, process, and consolidate revenue reporting at the advisor level while segregating revenue and payroll values within the appropriate business entity: b/d, RIA, insurance + Automate payouts on direct business + Recruit and retain advisors
Flexible and dynamic compensation structures	+ Provides full control with maximum flexibility to modify compensation arrangements to meet advisor needs, and that fit your business requirements
Automates direct mutual fund and annuity business	+ Benefit from NSCC commission processing and settlement for direct business without the expense of a full NSCC membership
Effectively capture and pass-through business costs	+ Increase efficiencies by automatically processing and assessing clearing or execution fees and recurring costs
Revenue sharing	+ Efficiently allocate revenue across producers while mitigating regulatory risk with robust revenue sharing rules driven by product type and business entity, and provide incentive with compensation tied to firm goals
Supports firm-defined and multiple pay periods	+ Competitive advantage to define pay cycles by business line or product type + Easily integrate and associate to multiple clearing and custodian platforms
Secure Web access via an ASP model	+ Highly secure data centers protect data and provide online software updates

TURNING DATA INTO INTELLIGENCE®

**EarningsQ**  
Detailed Revenue Report  
Commissions  
Trade Date: 12/12/2007  
Gross Revenue Summary For Trade Date 12/12/2007

Trade	Order	Shares	Price	Commission
12/12/07	12/12/07	100	100.00	10.00
12/12/07	12/12/07	200	200.00	20.00
12/12/07	12/12/07	300	300.00	30.00

**Daily Earnings Detail Report** provides a trade blotter view of daily transactions by rep, branch, or region. The premier package offers views across multiple business entities including broker/dealers, RIAs, and insurance companies. The online display allows data to be sorted and filtered for a single day or across an user-defined period.

**Fee Schedule Admin**  
Administrator - Fee Schedule  
Schedule Name: [ ]  
Update Schedule: [ ]  
Schedule: [ ]

Product Type	Fee Type	Fixed Fee	Variable Fee	Factor	Min. Payout	Max. Payout	Min. Shares	Max. Shares	Unit Cost
1201-Asset-111	None	20.00	0.00	1.00	-99,999,999.00	99,999,999.00	0.000000	25,000.00	1.00
1201-Asset-110	Buy Weight	25.00	0.00	1.00	-99,999,999.00	99,999,999.00	0.000000	25,000.00	1.00

**Earning Schedules** support unlimited combinations of payout arrangements and charge backs providing you with maximum flexibility in your compensation arrangements.

**FLI Commission Demo**  
Commission Statement  
Billings, William  
September 2005  
054

	Gross	Split Revenue	Trade Cost	Net
<b>General Securities Revenue</b>				
Eq OTC-CH-A	200.00	200.00	0.00	100.00
Equi-PRV-C-A	0.00	0.00	0.00	0.00
Other Revenue	200.00	200.00	0.00	100.00
Other Income	7.00	7.00	0.00	3.50
Net Adjustments				-100.00
Net Revenue	217.00	217.00	0.00	107.50

**Earning Statement** provides representatives/advisors and back-office users with a clear and concise view of summary statements by rep/ advisor with all transactions and adjustments summarized in one place.

**FLI Commissions Demo**  
Retail Commissions  
Management Summary Report  
By Rep  
For 02/2005

Branch	Rep Name	Rep Mbr	Closing Firm Costs	Management Fees	Insurance	Outside Revenue	Closing Firm Costs	Trade Cost	Net Before Expenses
Eastern Region	Howard Barnes	1051	\$0.00	\$0.00	\$0.00	\$20.00	\$0.00	\$0.00	\$17.00
	Jan Johnson	1041	\$0.00	\$0.00	\$0.00	\$14.00	\$0.00	\$0.00	\$14.00
	Jan Johnson	1041	\$0.00	\$0.00	\$0.00	\$40.00	\$0.00	\$0.00	\$40.00
<b>Eastern Region Total</b>									
<b>Financial Planners</b>									
	John Jones	0209	\$0,200.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$170.77
	Charles J Smith	0504	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Elizabeth Wagner	0204	\$1,007.00	\$0.00	\$0.00	\$100.00	\$0.00	\$0.00	\$1,107.00
<b>Financial Planners Total</b>									
<b>House Accounts</b>									
	Group 1 House	0000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 2 House	0002	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 3 House	0003	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 4 House	0004	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 5 House	0005	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 6 House	0006	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 7 House	0007	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 8 House	0008	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 9 House	0009	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Group 10 House	0010	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>House Accounts Total</b>									

**Management Summary Report** provides a summary of income and expenses by rep/advisor and by region, providing you with a quick-reference view of final payouts for each rep, branch, and firm.

## The SUITE™

### AccountQ™

Streamlined and unified account opening and management

### AdvisorQ™

Powerful tool for aggregated client reporting and managing book of business

### ComplianceQ™

Streamlined business supervision, compliance monitoring and reporting

### EarningsQ™

Accurate tracking and payment of complex compensation and revenue structures

### ReportQ™

Business analytics and reporting to support strategic decision making

## About Fetter Logic, Inc.®

- Established 1997
- Providing solutions to over 250 retail broker-dealers with 18,000 users processing more than 30 million entries per day

Quadron Data Solutions™ is a Fetter Logic Company