

THE COMMISSIONER TRADER COMPENSATION SYSTEM

COMPLETE REVENUE, PERFORMANCE, AND COMPENSATION REPORTING FOR BROKERS



The Commissioner covers all aspects of trade- and P&L-based compensation and performance reporting for traders, sales teams, and analysts. The system gives management the tools to monitor and improve team performance and to ensure that traders and sales people are accurately compensated.

The Commissioner generates daily performance reports - all online and optionally available to traders using Castine's mobile app - that highlight exactly which clients, books, and teams generated the highest profits for the firm. Complete expense, fee, loan, and draw management round out the system to show what payouts each person should expect.

The Commissioner ends the incredibly time-consuming and manual process of taking every trade that was done, matching it up to the proper rule or rules needed for that person, team, client, trade type, trade date, etc., and then making sure that the commissions and trade-based fees are reported properly against any compensation or draw program in place.

Rather than use spreadsheets and commit all of the time necessary to manually perform this task, you can minimize distractions by automating the process of calculating daily commissions. A sophisticated rules engine supports all of the rules and exceptions needed, with a hierarchy that can provide unique rules by client, security type, trade size, etc. Compensation agreements and rules are effective date-based to allow for different commission arrangements throughout the year.

A secure database underlies the entire system which can be hosted by Castine or on your firm's servers.

The Commissioner is web-based and operates on a 24/7/360° basis, meaning that administrators and traders can use the system at any time and in any place: traders gain a full 360 degree view of their trades and commissions across every browser platform, whether they're in the office on a PC or on the road on a tablet or even smartphone

Benefits of using *The Commissioner*

The Commissioner system makes management's and trader's lives easier, less stressful, and more tied to reliable results - results that don't involve accidental over-payments or under-payments.

The Commissioner reduces the operational risk implicit in using manual and spreadsheet-based solutions while also cutting back on in-house resource requirements, speeding up a very time-consuming process, and improving the accuracy of commission processing far beyond what a manual system can provide.

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Benefits of using *The Commissioner* (continued)

Morale is improved with dependable commission calculations and the elimination of manual errors and the risks of an spreadsheet-based system.

Productivity is increased by letting traders focus on what they do best rather than wasting time researching commission issues.

Reaction time is shortened by being able to tailor the compensation models on your own, without waiting for programmers or spreadsheet experts to program and debug new systems.

Acquisitions are easier to integrate through a multi-team / multi-product line / multi-office structure.

Coupling *The Commissioner* with Castine's *Controller* product provides unparalleled insights into client profitability through an integrated view of all trade commissions, fees, overhead and client-related expenses, and all research service and report consumption.

Trader Portal

Fully web-based, *The Commissioner* can be used by traders from their desk PCs to review trade-related commissions that they've earned and any offsetting fees. If they have questions away from the office, a tablet and smartphone optimized system helps with questions anywhere and at any time, improving productivity and reducing errors.

Traders can see commissions and fees (trader-related and non-deducting house fees) on a client-by-client basis for the previous day or on MTD, YTD, or other timeframes. Drill-down is provided to see individual trade details to help answer questions that the trader might have.

For additional information, call **347-4-CASTINE** or visit www.CastineLLC.com

