DOMAIN6

**DIGITIZING
THE REAL ESTATE
MARKET**

BrokerSpace 365

*AN END TO END SOLUTION
FOR AGENTS, DEALS, AND
COMMISSIONS MANAGEMENT.*

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BrokerSpace 365

THE DIGITAL TRANSFORMATION SOLUTION FOR BROKERAGE FIRMS.

BrokerSpace 365 is an industry-specific solution that allows brokerage firms to manage all of their sales, operations, and agent relationships.

The combination of Microsoft Dynamics 365 and BrokerSpace 365 gives firms the ability to:

- Manage and support agent relationships from onboarding to licensing.

- Provide their teams with a more accurate way to manage   and track agent requests, including marketing, advertising, and other services.

- Register and track deals of multiple types, including listings, sales, rentals, and new developments.

- Support complex agent commission plans and schedules.

- Track agent performance.

- Provide agents with a robust portal for visibility into their achievements and requests.

INDUSTRIES

Real Estate Brokerage Firms

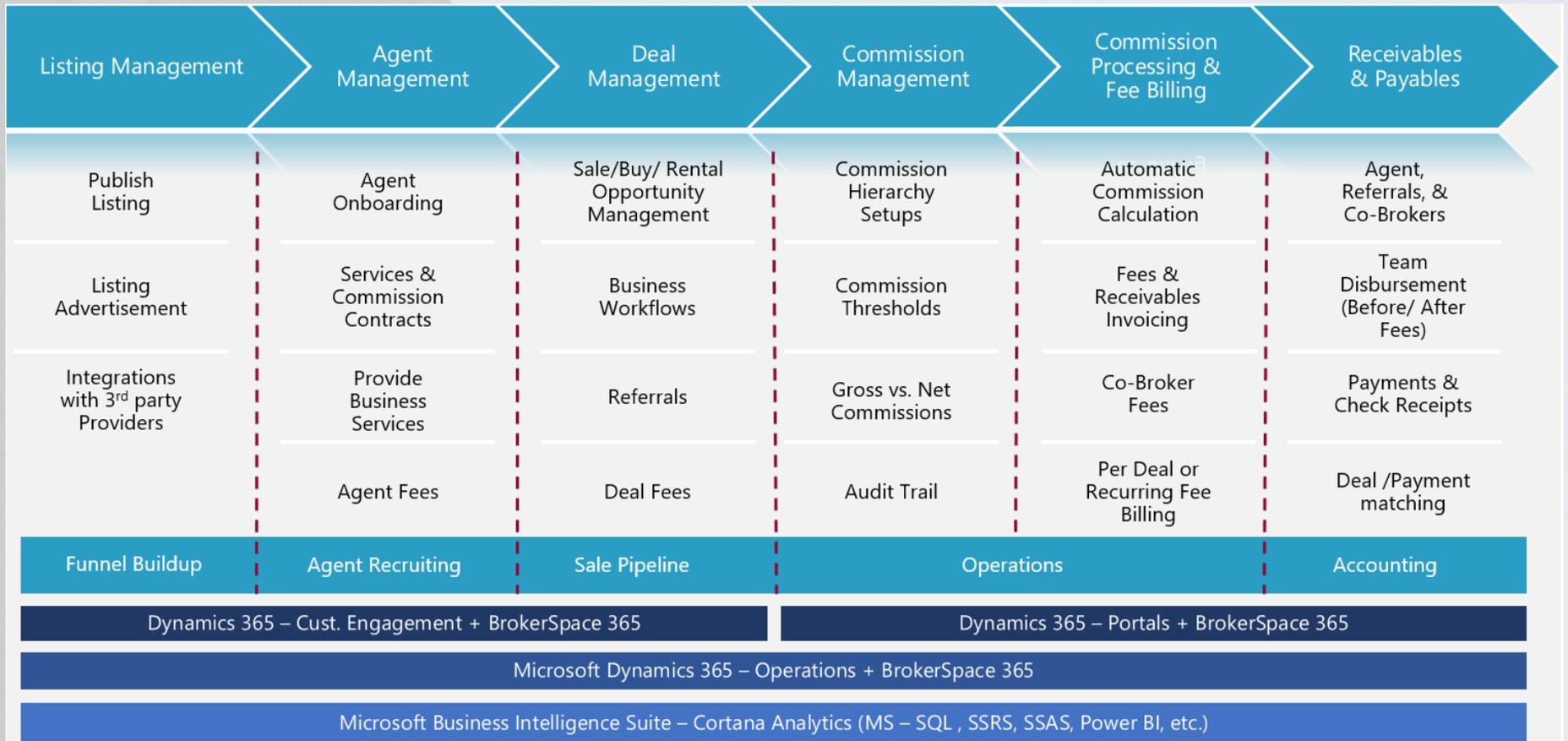## MICROSOFT PRODUCTS USED

Dynamics 365 for Finance and Operations
Dynamics 365 for Sales
Dynamics 365 Portals

WORD FROM A CLIENT

"Working with Domain 6, from the contract process through implementation, has been a partnership. The team works to understand the business and the intricate details, and then takes that knowledge back to develop a best-in-class solution that is also flexible for the future. From quick turnaround to driving efficiencies, their partnership capabilities make them a part of the team. – Jeff Hummel, CIO of Douglas Elliman Real Estate"

BROKERSPACE 365 DELIVERS A 360 DEGREE VIEW OF YOUR BUSINESS

Listing Management	Agent Management	Deal Management	Commission Management	Commission Processing & Fee Billing	Receivables & Payables
Publish Listing	Agent Onboarding	Sale/Buy/ Rental Opportunity Management	Commission Hierarchy Setups	Automatic Commission Calculation	Agent, Referrals, & Co-Brokers
Listing Advertisement	Services & Commission Contracts	Business Workflows	Commission Thresholds	Fees & Receivables Invoicing	Team Disbursement (Before/ After Fees)
Integrations with 3rd party Providers	Provide Business Services	Referrals	Gross vs. Net Commissions	Co-Broker Fees	Payments & Check Receipts
	Agent Fees	Deal Fees	Audit Trail	Per Deal or Recurring Fee Billing	Deal /Payment matching
Funnel Buildup	Agent Recruiting	Sale Pipeline	Operations		Accounting

Dynamics 365 – Cust. Engagement + BrokerSpace 365	Dynamics 365 – Portals + BrokerSpace 365

Microsoft Dynamics 365 – Operations + BrokerSpace 365

Microsoft Business Intelligence Suite – Cortana Analytics (MS – SQL , SSRS, SSAS, Power BI, etc.)

KEY FEATURES

AGENT CREATION & ONBOARDING	AGENT CONTRACT BUDGET TO ACTUAL SUMMARY	FINANCIAL MANAGEMENT
AGENT TEAM DISTRIBUTION MANAGEMENT	AGENT UNIT KPI'S	LOAN & GARNISHMENT ADMINISTRATION
AGENT FEE SCHEDULE MANAGEMENT	LISTING ADMINISTRATION	COMPREHENSIVE POWER BI DASHBOARDS
COMMISSION CALCULATION MANAGEMENT	DEAL LIFECYCLE MANAGEMENT	REAL TIME COMMISSION CALCULATION

LISTING MANAGEMENT

Manage property listings and associate them with different agents and deals easily and effectively. Utilizing the Microsoft Common Data Service and Microsoft Dynamics 365, the system can easily integrate with different multiple listing service (MLS) data systems.

AGENT MANAGEMENT AND ONBOARDING

Managing agent relationships is crucial to brokerage firms. With BrokerSpace 365 (BRS 365) you can manage the onboarding cycle, configure and manage agent contracts, and track the agent activation process with your licensing team with minimal paperwork and strict controls and compliance. The system also allows you to track different agent benefits, such as marketing budgets and services provided, and automatically generate agent dues.

COMMISSION PLANS

Commission schedules are very complex and may vary from agent to agent and from office to office. BrokerSpace 365 gives organizations the ability to standardize these commission plans and create deviation rules for certain agents and teams (side agreements), depending on the contracts. The setup can accommodate different thresholds by deal or fiscal year. Be able to use different agent gross commissionable income (GCI) rules and apply them to deals automatically.

DEAL REGISTRATION AND MANAGEMENT

BRS 365 allows users to manage the deal life cycle from registration to close, and from close to payout. The solution provides a simplistic way to associate a deal with different offices; register the sales prices and the commissions received; record the deal fees automatically; and associate referring agents and organizations, co-brokers, and different agents and teams. Each deal represents an independent transaction that you can track all the way to the general ledger. BrokerSpace 365 breaks down revenue and payables to give the office, commissions team, finance team, and agent a complete 360-degree view of company revenue versus agent commissions.

COMMISSION PROCESSING AND FEES

With the automatic application of commission rules and deal-level fees (at the top or the bottom), BRS 365 provides a detailed transaction breakdown against the gross commission income received. This allows you to properly track the source of each company dollar collected and each agent's earnout.

RECEIVABLES AND PAYABLES

Because Microsoft Dynamics 365 for Finance and Operations is its backbone, BRS 365 is able to leverage all the standard Dynamics 365 finance capabilities to manage account receivables and payables; track collections, payments, disbursements, loans, and dues; and provide a detailed financial picture of your organization.
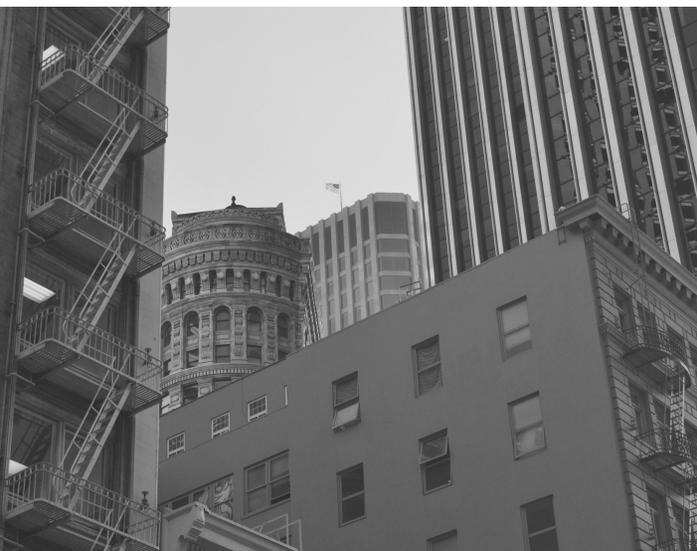
Our History

A team of industry experts and technology savvy professionals founded Domain 6 in 2017. After extensive experience in multinational organizations such as Microsoft, CGI, PwC, and other systems integrators and independent software vendors, these leaders came together to fulfill a dream of enabling real estate firms with technology.

Gold
Microsoft
Partner

Microsoft

About Us

OUR MISSION

Enable real estate firms to make the best use of technology to drive organizational insight and support their growth.

OUR VISION

Deliver business and transformational solutions for real estate organizations using Microsoft technologies worldwide.

OUR CULTURE

With our mission and vision in mind, we want to build a team of technology and industry experts that support clients' success. Our culture focuses on three major pillars: service excellence, innovation, and industry expertise.

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