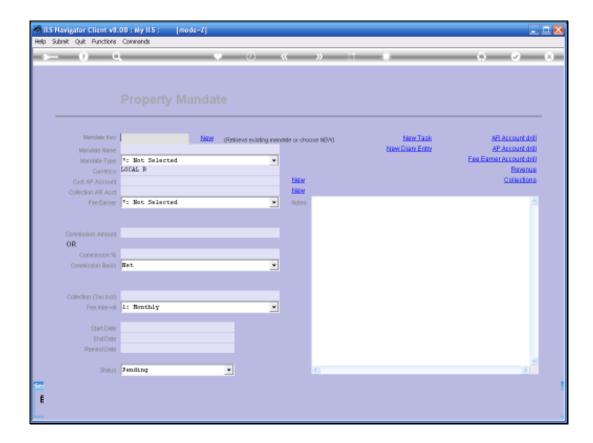
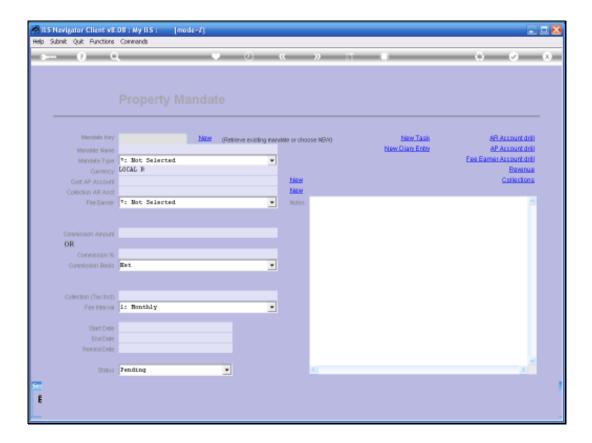
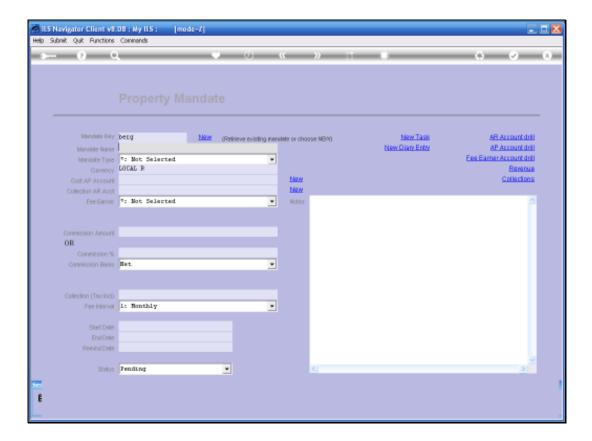


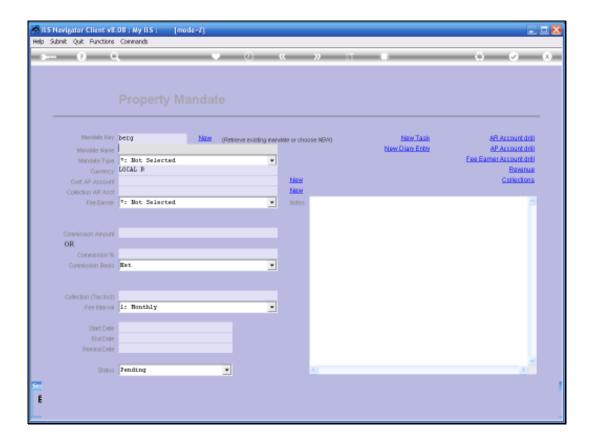
In this session we are looking at how we Set Up and work with a Property Mandate.

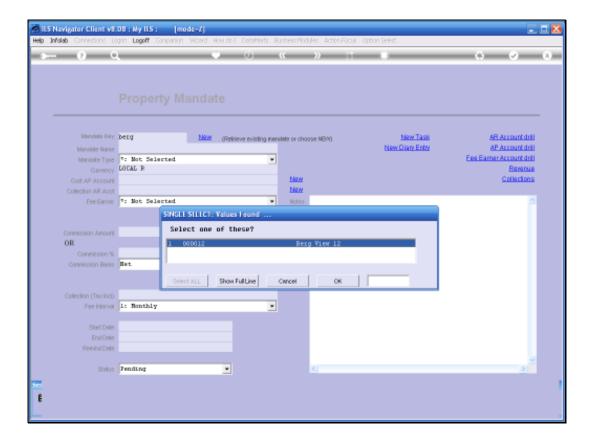


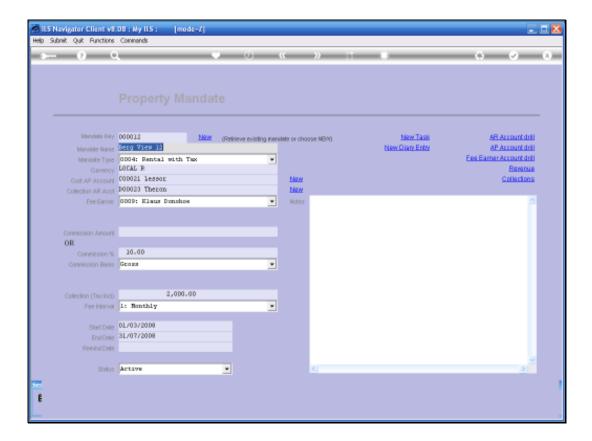


When we work with an existing Mandate, we can use the Lookup to retrieve it or simply type part of the Name of the Mandate.

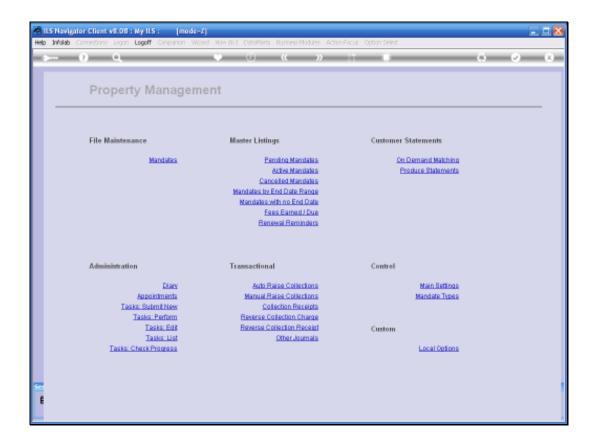




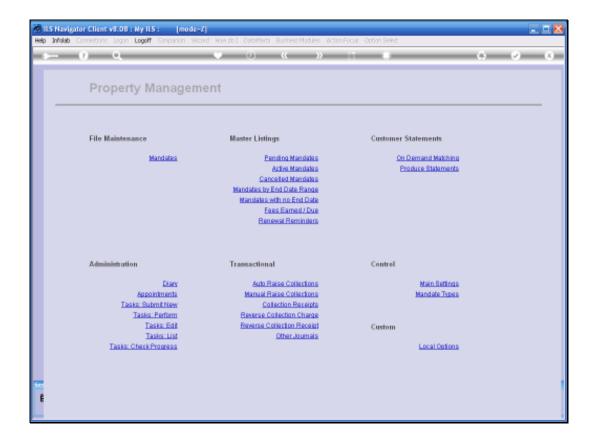


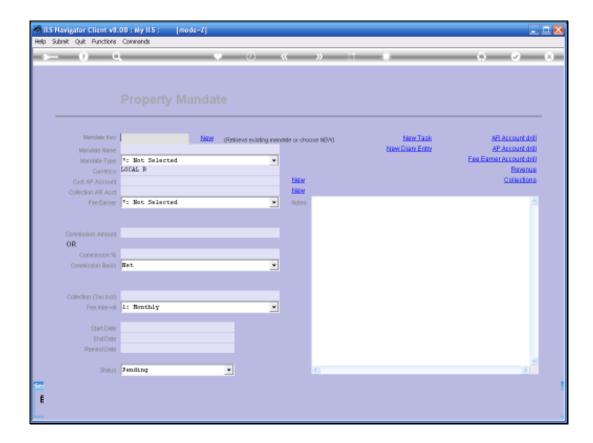


Having retrieved the Mandate, we can now work with it, do any Maintenance on it or perform any Drills.

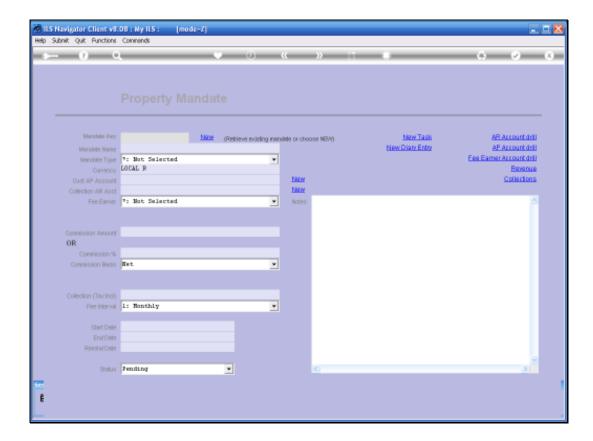


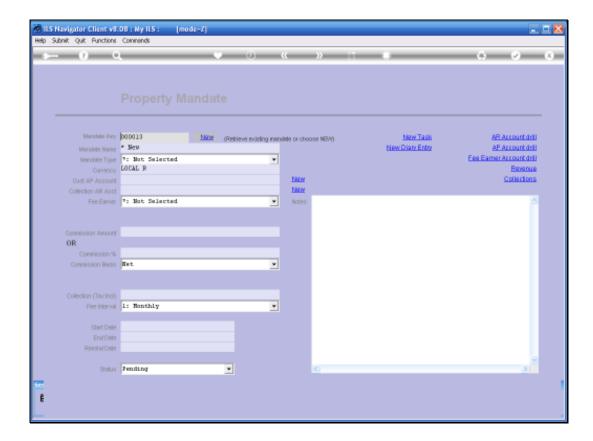
So let us now have a look at how we Set Up a New Mandate.

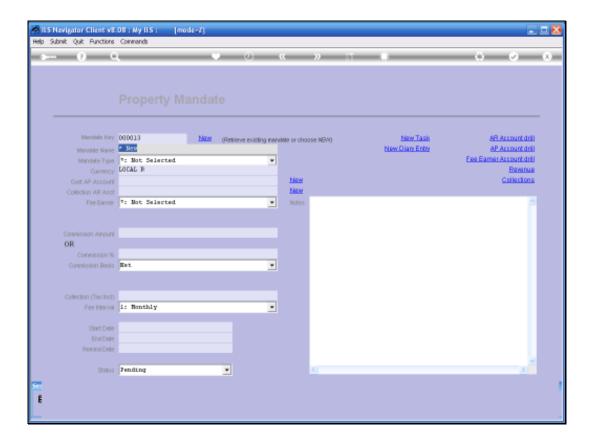




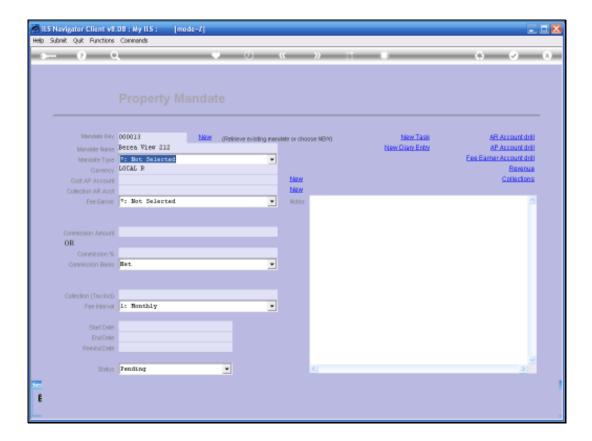
Because, in this case, the Mandate does not exist yet, we will use the New Functions.



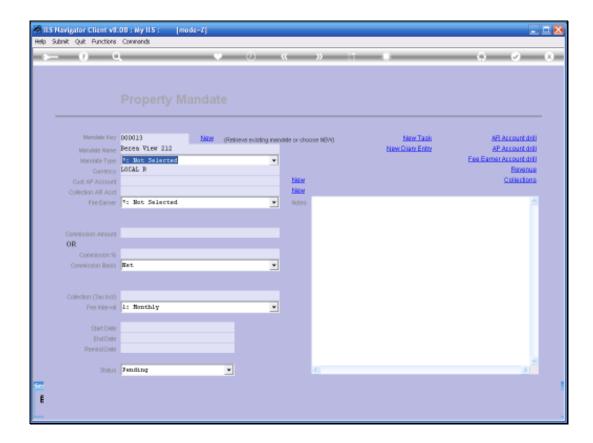


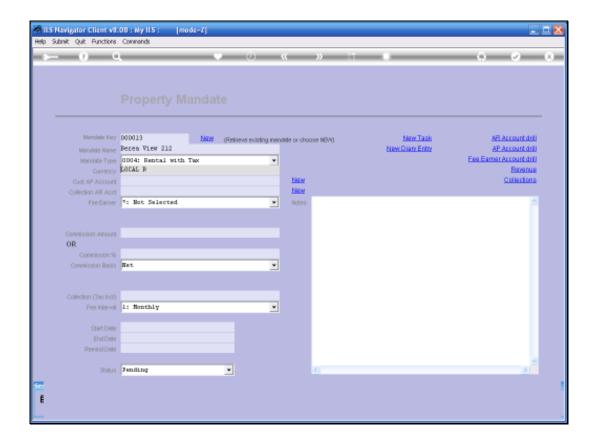


The system will generate a Mandate Key and we start by typing in the "Mandate Name"

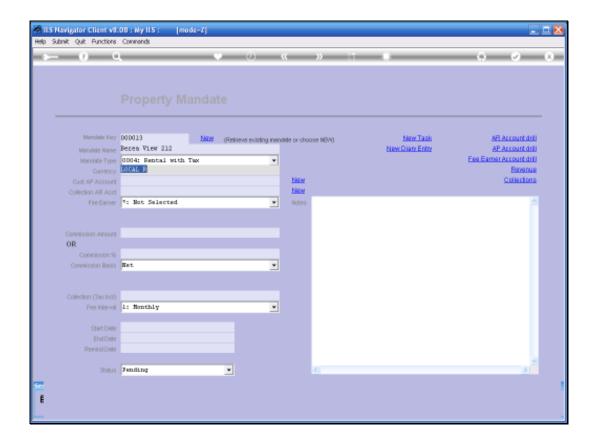


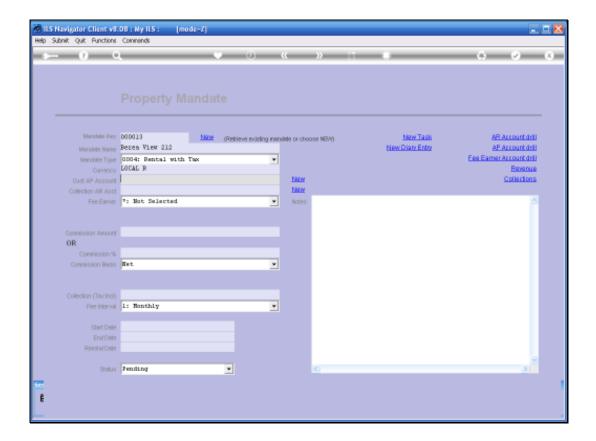
We select a "Mandate Type" In this case a Rental.





The Default Currency will be Local but we can also select a Forex Currency if we do Mandates in Forex.

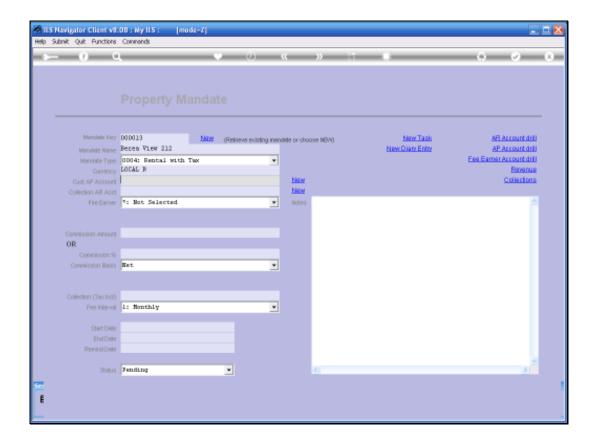


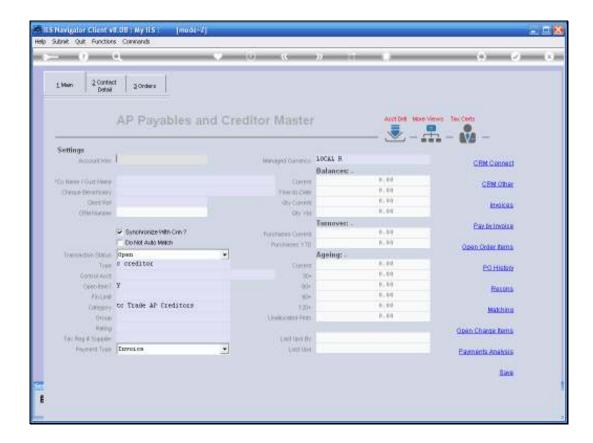


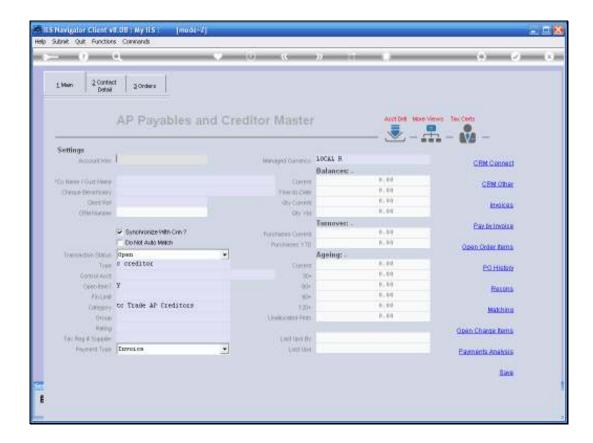
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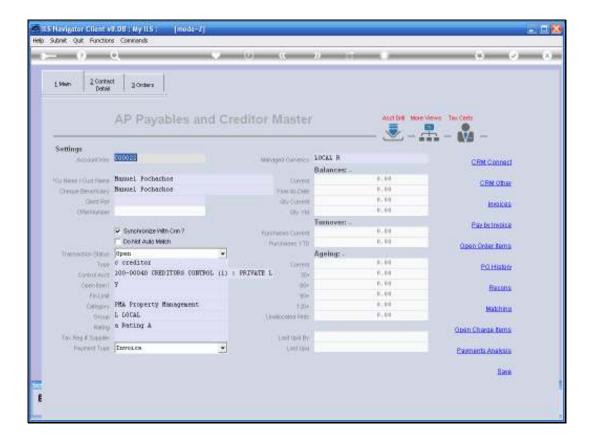
The Customer AP Account could already exist. In other words we could already have multiple Mandates for the same Customer, i.e. the Lessor, the person who is making the Property available.

But if we do not yet have an Account, i.e. this is a New Customer for whom we are going to let the premises, then we will use the "New Function" to Set Up the Payable Account for this Customer.

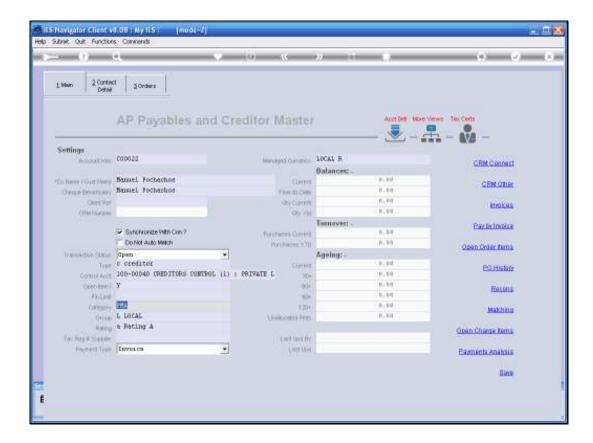






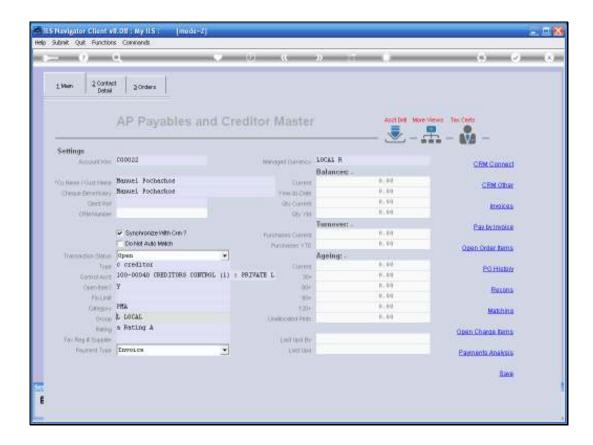


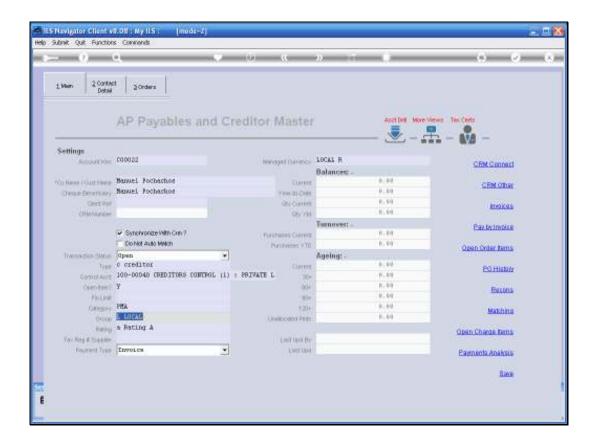
The Setting Up of the Payable Account is the same as for any Payable Account in the System and we are not going to dwell on that detail here.

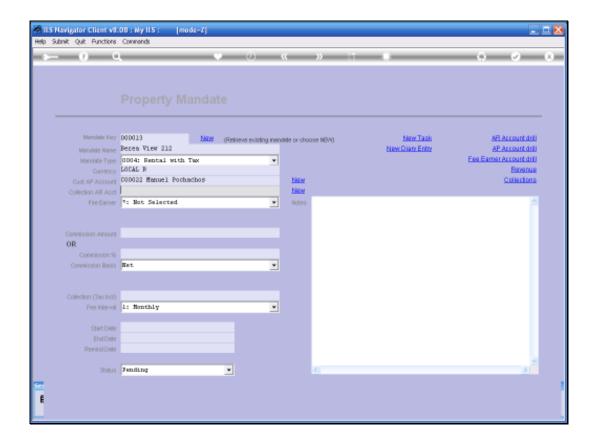


The important point to note is that this Payable Account must be of the category PMA for Property Management.

The Property System will not work with this Payable Account unless the category is PMA.





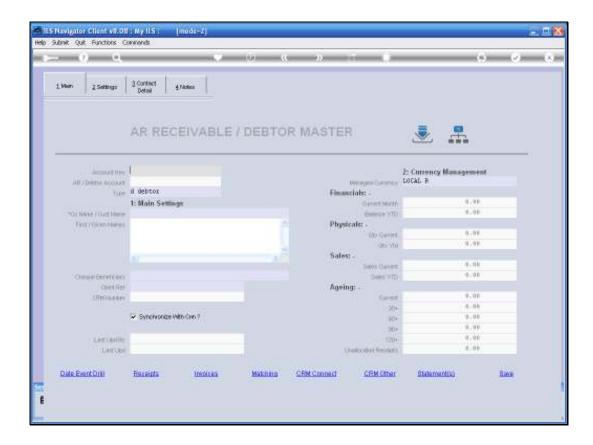


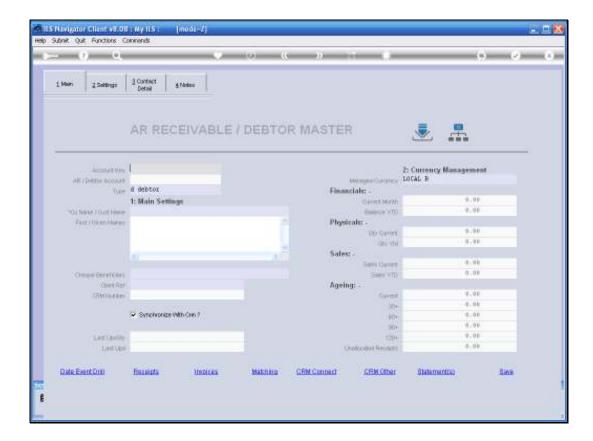
Slide 26

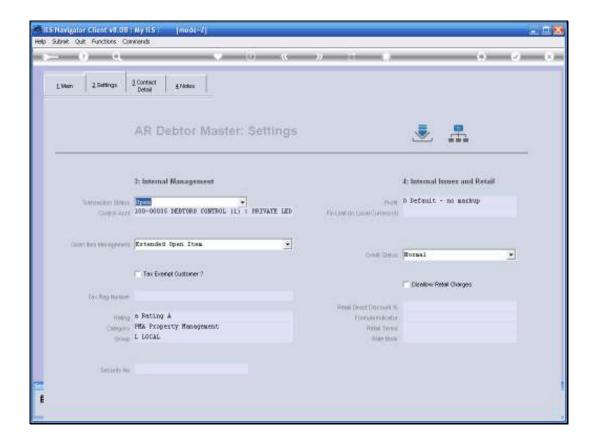
We now have the Customer Payable Account indicate and the next Field is for the other Customer, i.e. the Lessee, the person who will be renting or leasing the Property.

For this we need a Collection Receivable Account, AR Receivable Account.

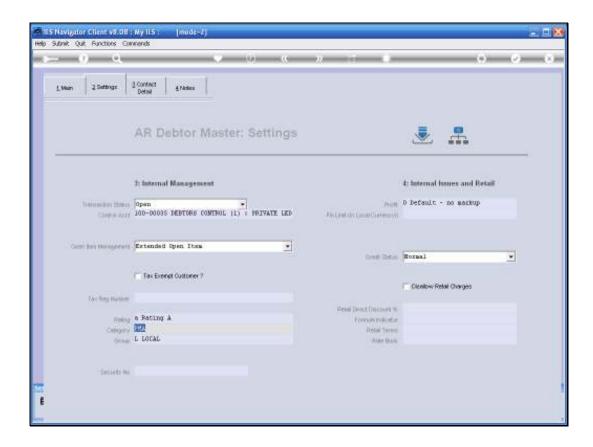
Once again we may have such an Account already, if we already have this person or entity as a Customer. But if it is New, then we will use the "New Function" to Set Up the A R Account.

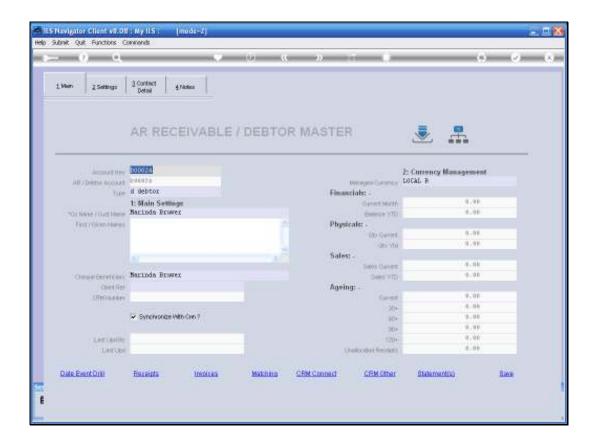


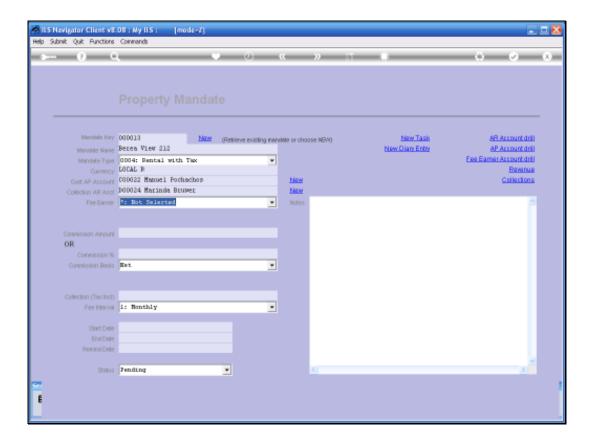




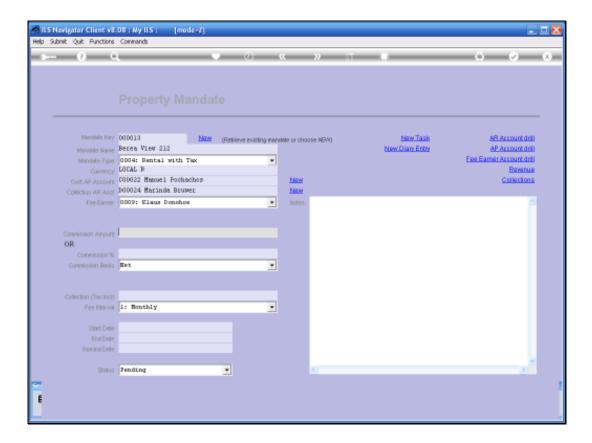
In this case the Receivable Account is Set Up the same with Receivable Accounts in the System. The important point once again is that the category must be PMA.







Next we select a Fee Earner for this Mandate.



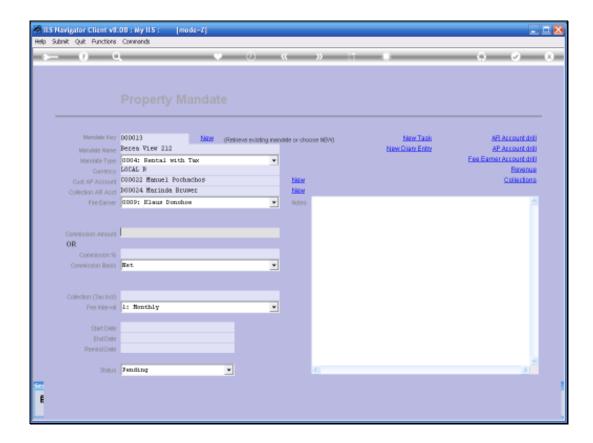
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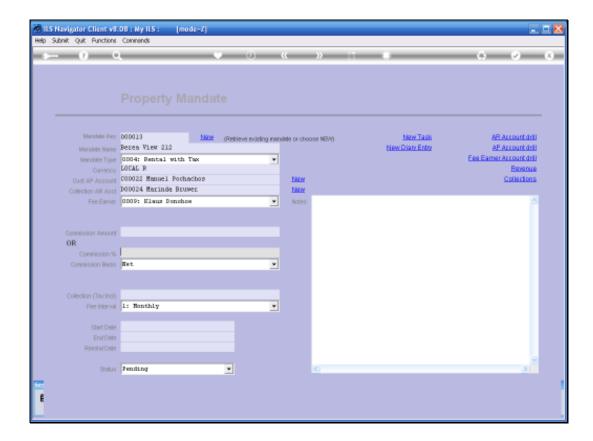
The Commission to be earned on this Mandate can be specified either as a Fixed Amount at "Commission Amount", or it can be specified as a Percentage of the Amount Collected.

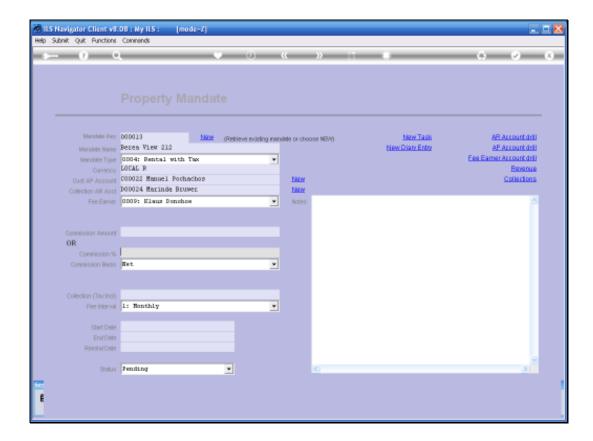
When it is specified as a Percentage, it can be specified to be calculated on the Net or the Gross Basis.

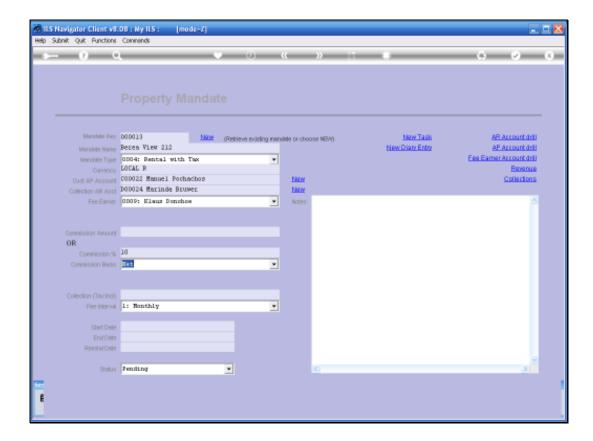
In other words, if we make the Commission 10% and we do it on Gross, then if the Collection is 2000-00, then we will have 10% of 2000-00.

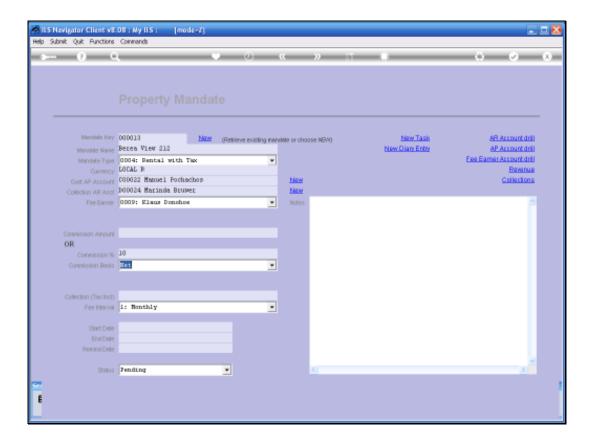
If we use the Net Basis, then that will be 10% of the Collection minus any taxes on the Collection.



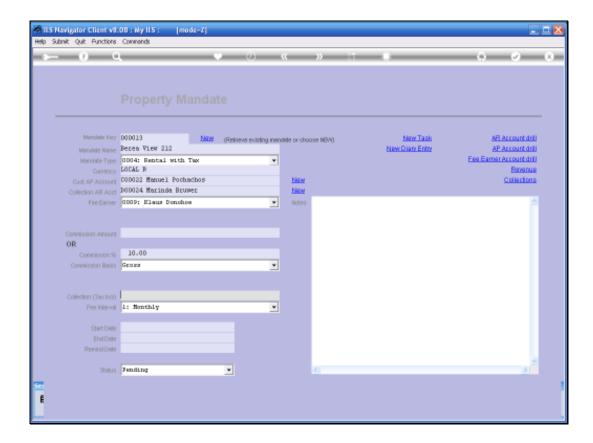


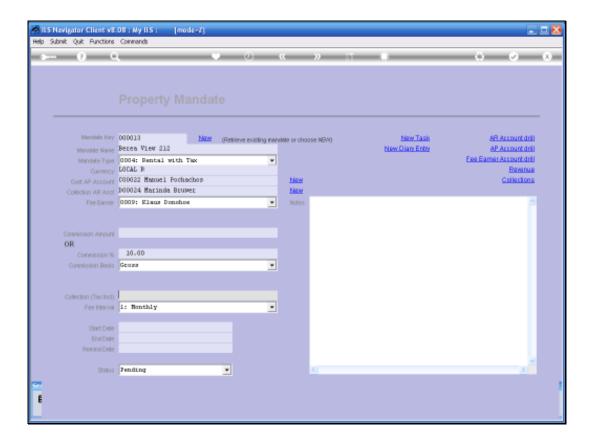




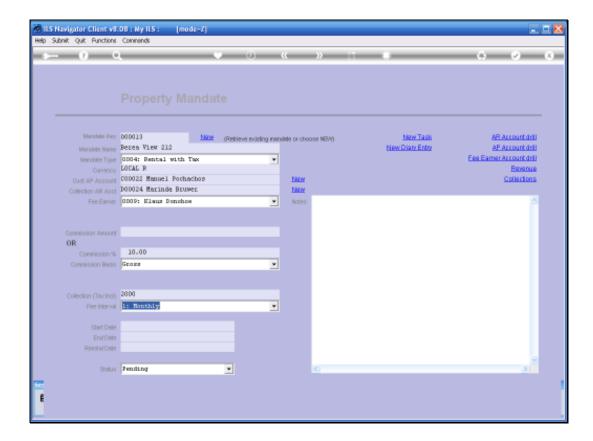


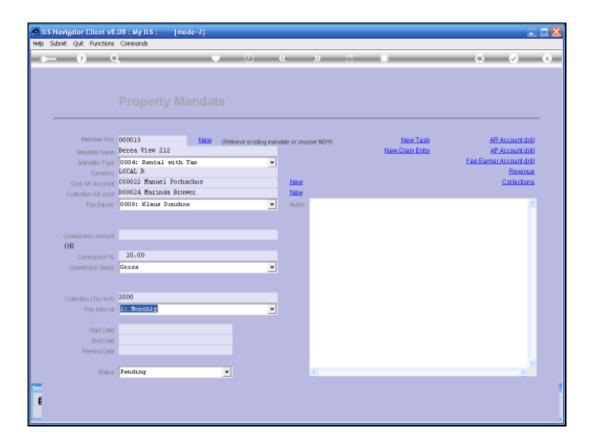
In this example I am choosing 10% Commission based on the Gross Collection Amount.



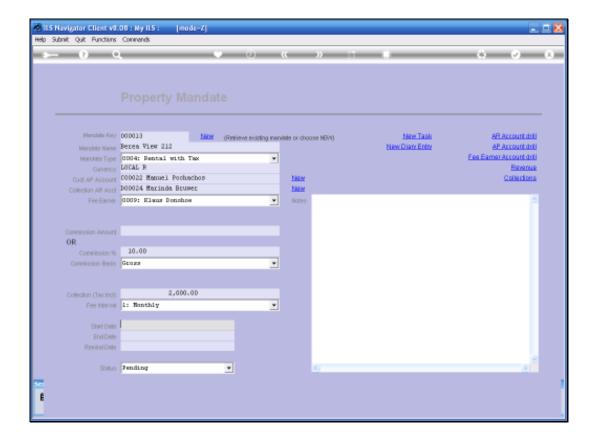


The Collection Amount is what the Lessee is going to be paying.



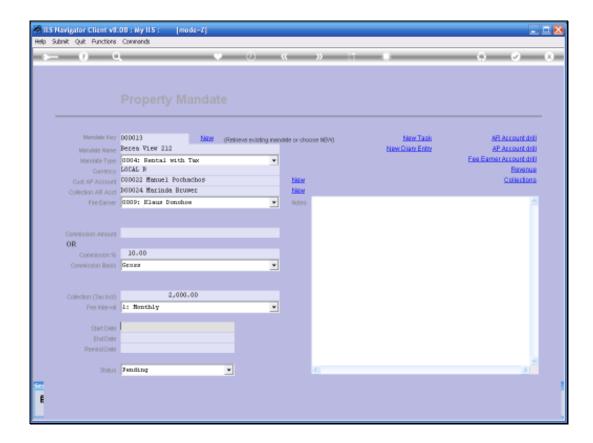


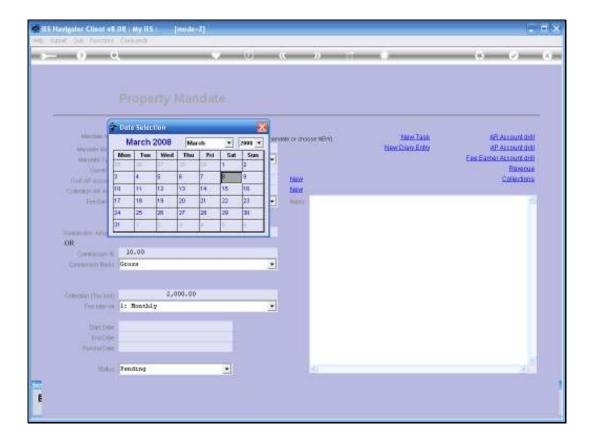
Among the Options for the "Fee Interval" the Monthly is the most common one and I am choosing that, in this case.

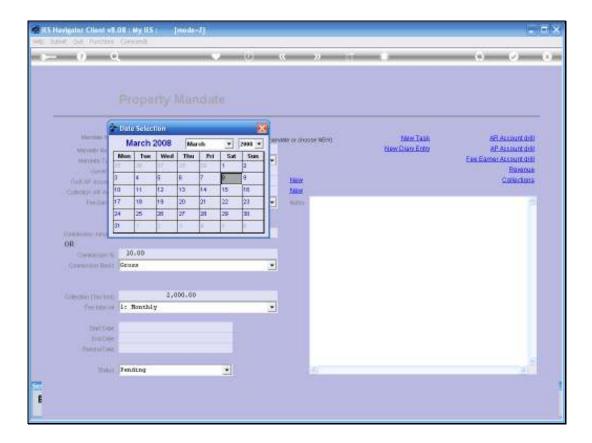


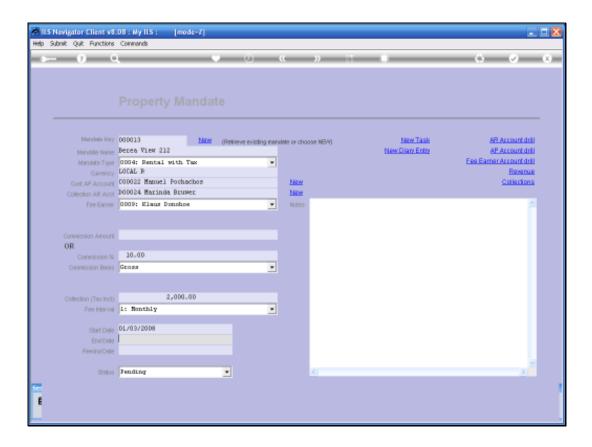
The Mandate usually has a Start Date and an End Date.

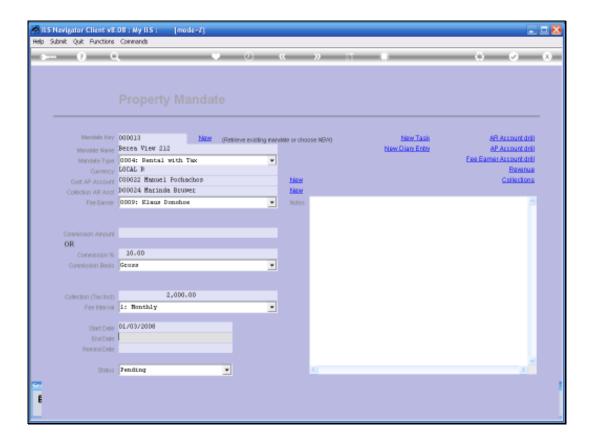
The Start Date is particularly important for the Automatic raising of Collections, by the System.







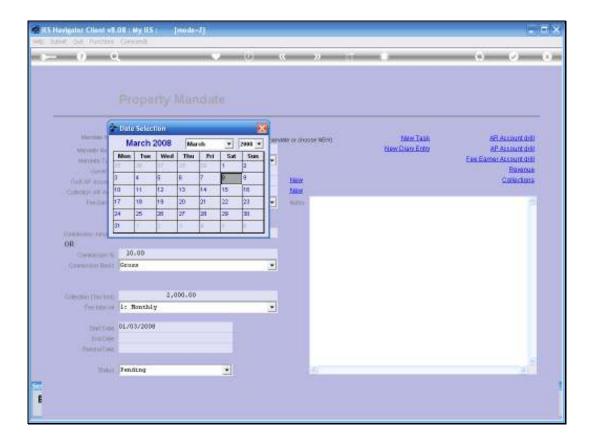


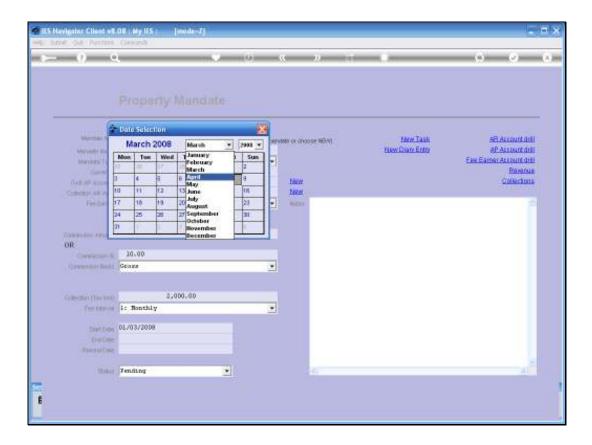


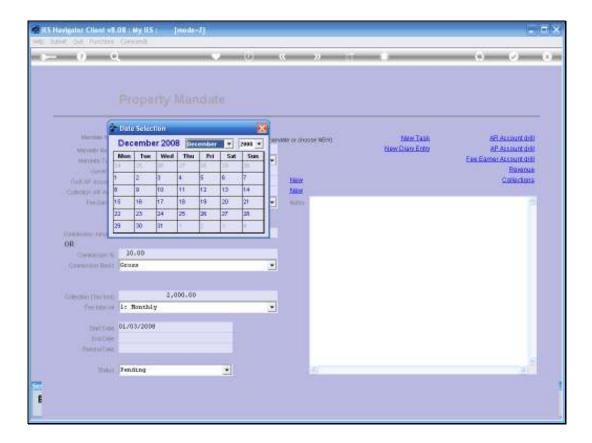
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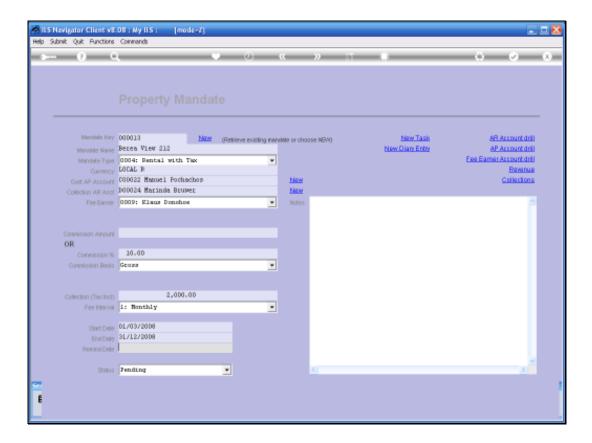
The End Date is optional. If it is not specified, the System will continue to raise Collections until this Mandate is made Inactive or something other than Active, because it is Open-ended in Terms of the End Date.

If we specify the End Date, as I am going to do in this case for December 2008, then the System is going to raise Collections on a Monthly Basis until December 2008.





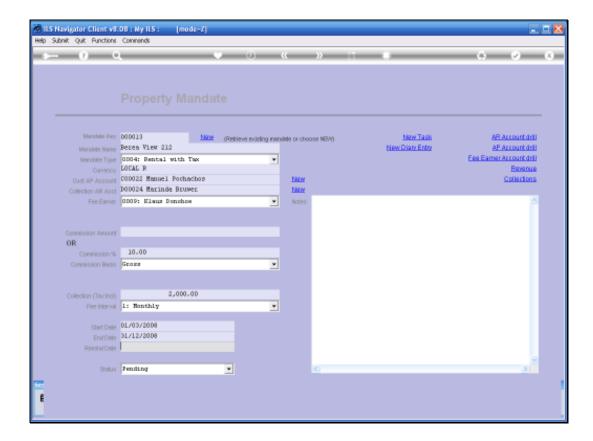


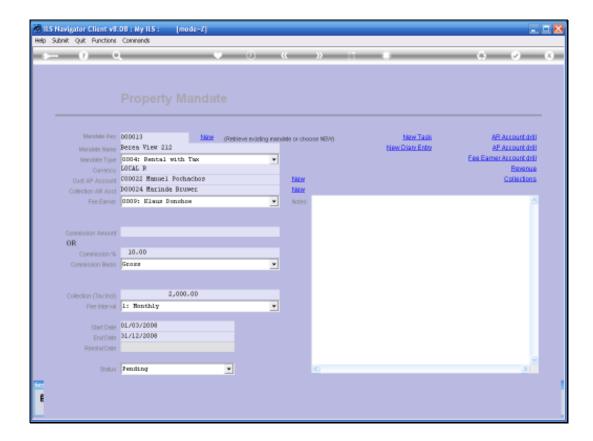


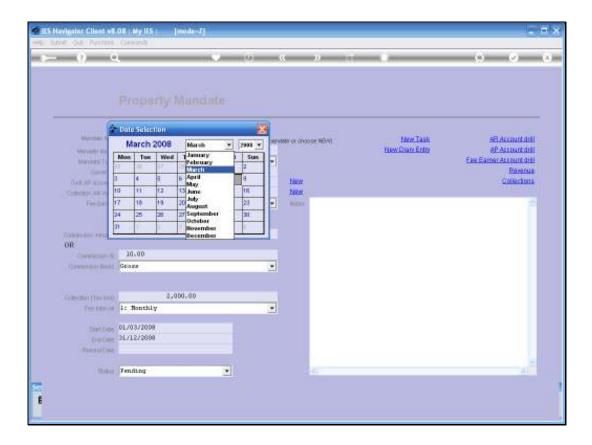
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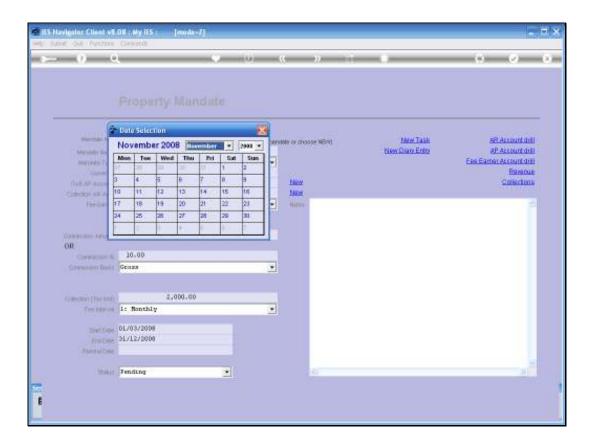
The "Remind Date" is the Date that we want this particular Mandate to come up on the Reminder Report.

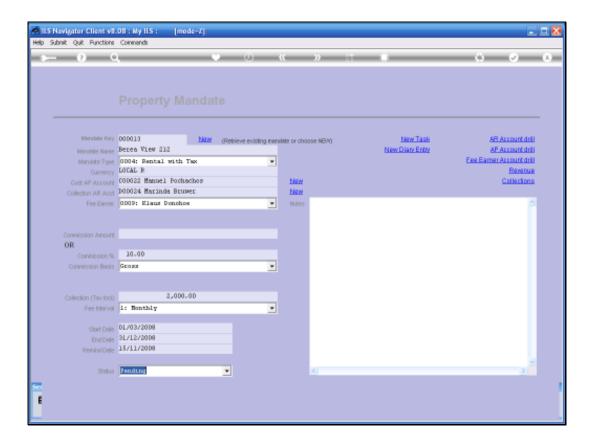
In other words, when we may wish to be Reminded to Action this Mandate for Renewal or other negotiations.

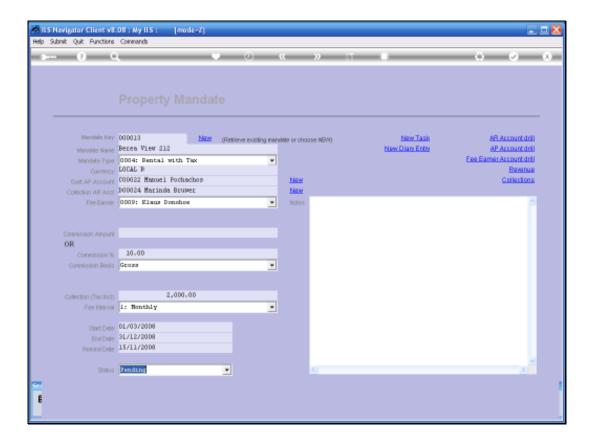


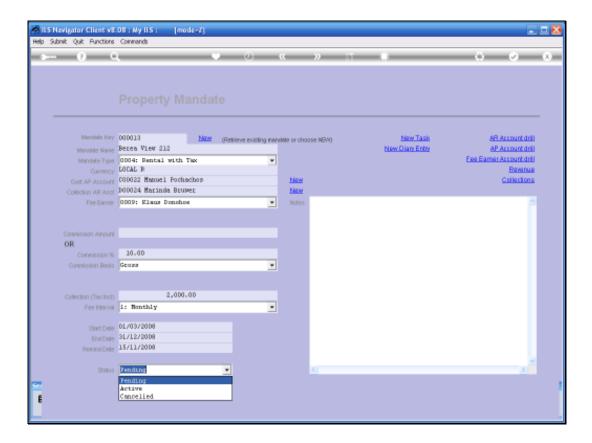




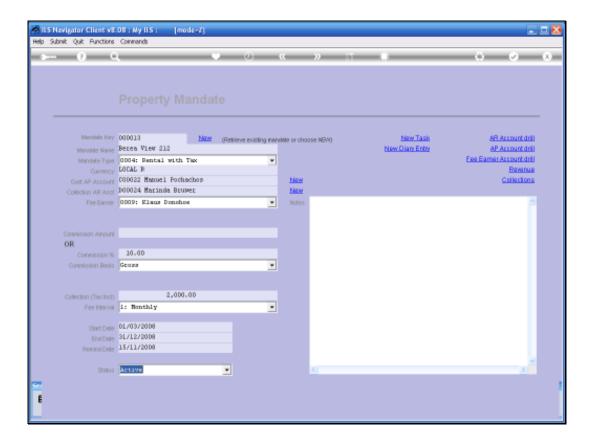


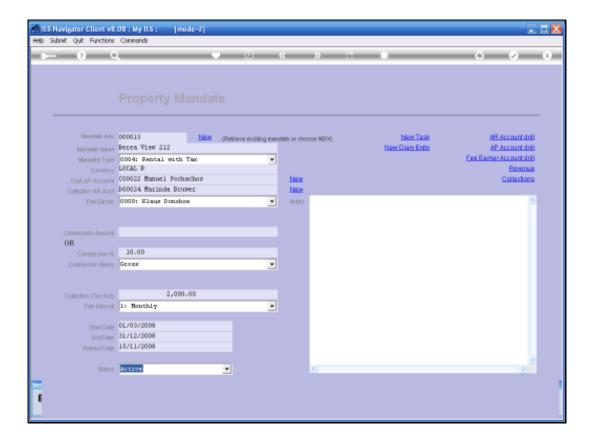






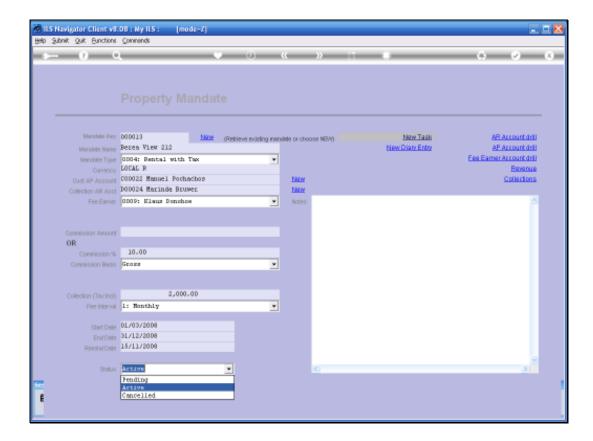
If the Mandate is fully specified, we wish it to become "Active" so that the System can manage the raising of Collection Premiums automatically.

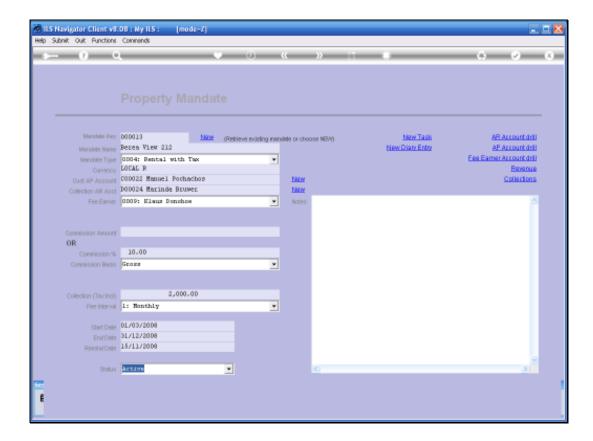


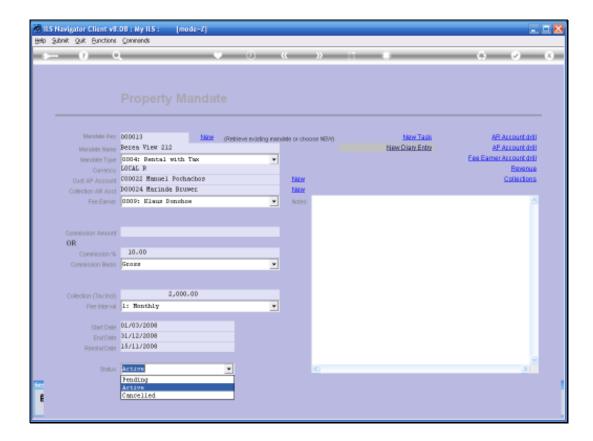


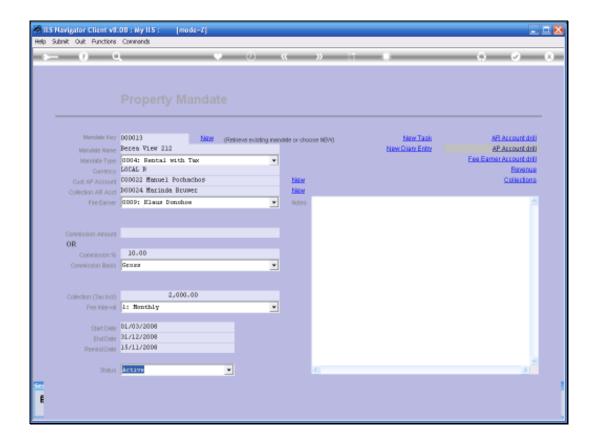
Even though this Mandate is New and I have not yet "saved" it, it is possible to use the Task and Diary Functions to record a New Task or a New Diary Entry.

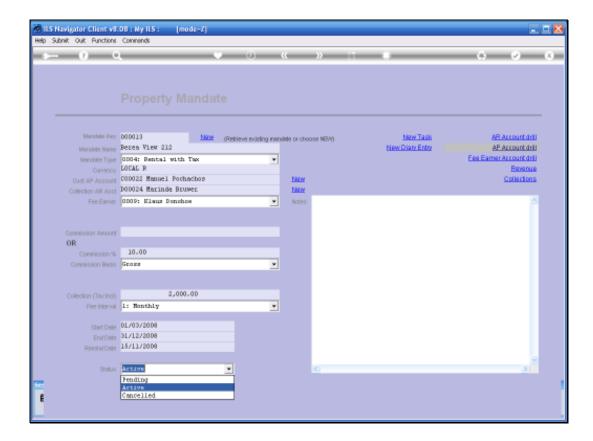
BUT we cannot yet Drill into the linked Accounts until we have "Saved" the Mandate and it is established in the System.

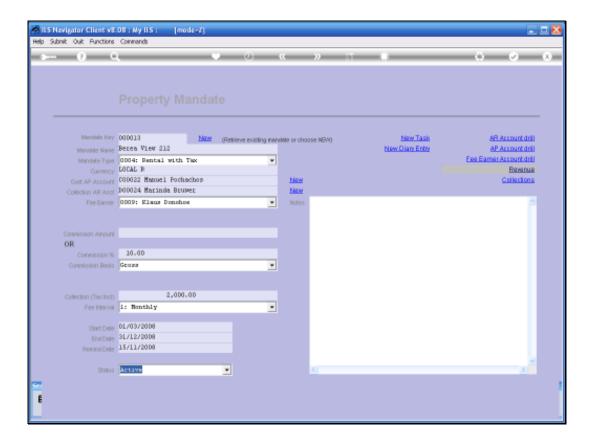


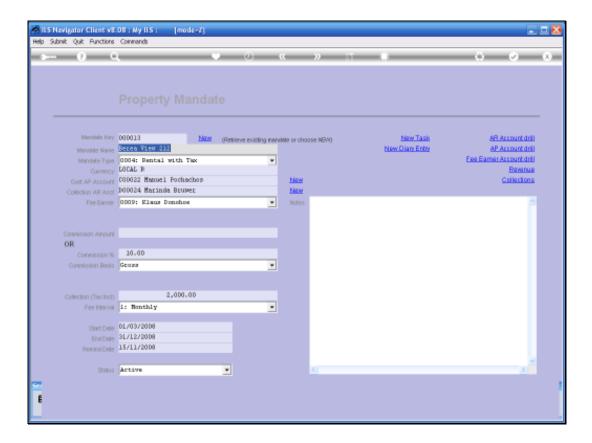






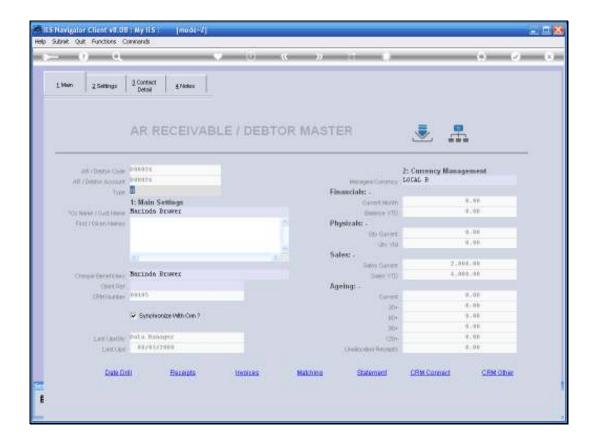


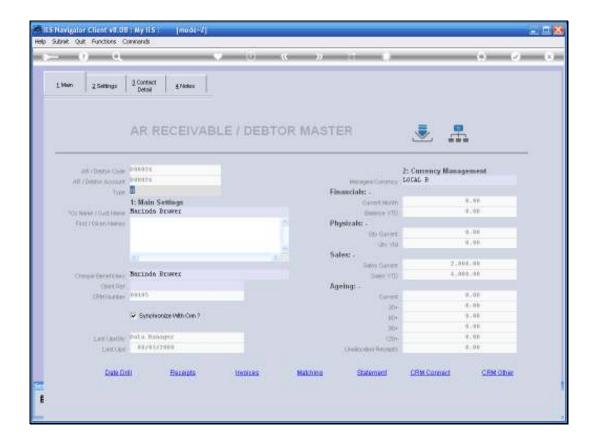


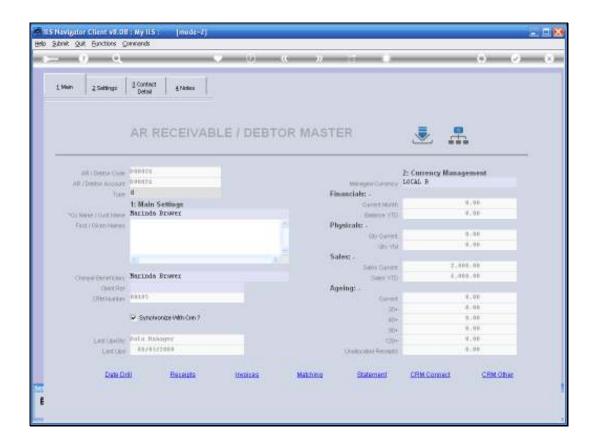


This particular Mandate has now been established and in fact we are taking it forward in time, 2 Monthly Periods, because at this stage, 2 Collections and Receipts have already been processed.

So, looking at this Mandate, we can now Drill into the Receivables Account and the Payable Account and into the Fee Earner Account and we can also have a look at the Revenue that has been generated on this particular Mandate. Also the Collections that have been processed on this Mandate.



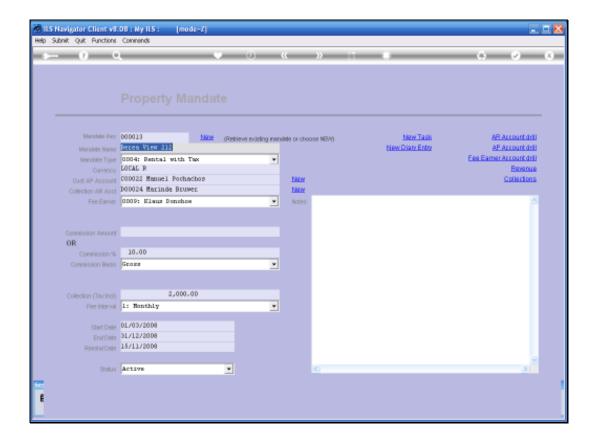


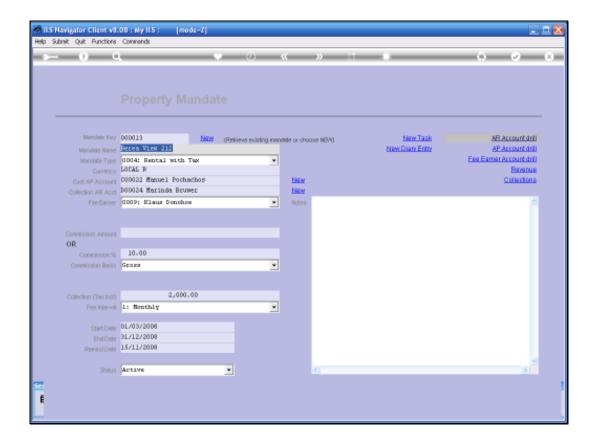


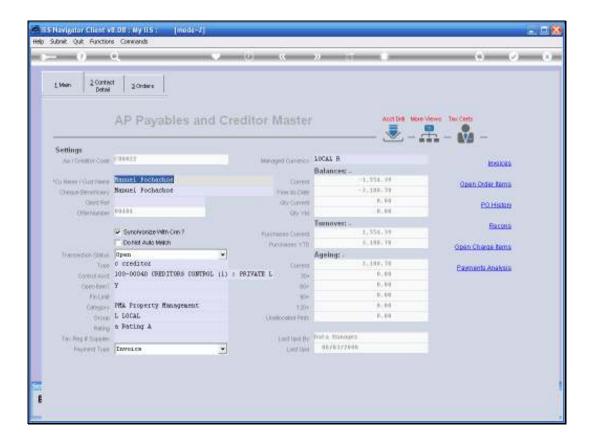
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On this Receivable Account we can see the Turnover YTD.

Also the Current Sales for this Month on this Account and of course it is like any other Receivable Account and we can drill into any of the Transactions and Perform all the Actions that we usually can, on a Receivable Account.



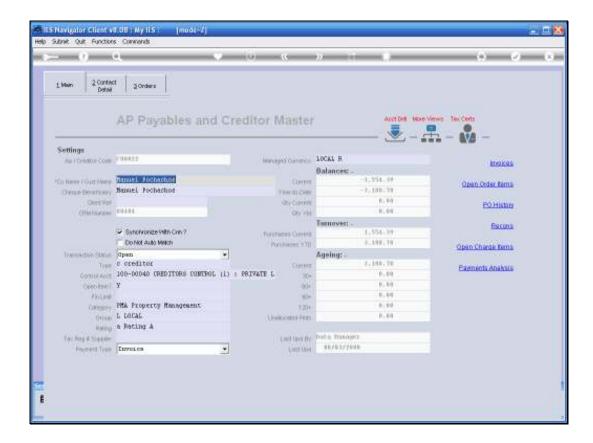


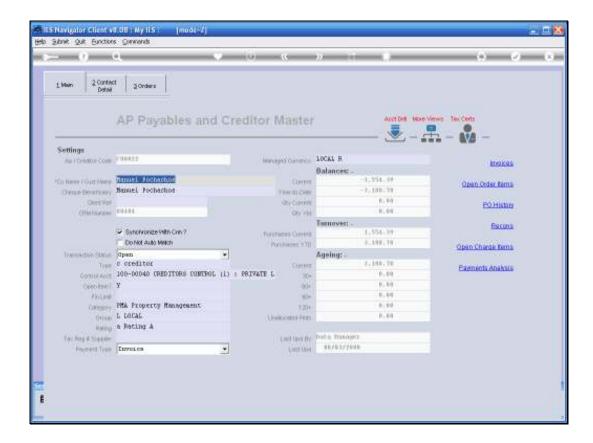


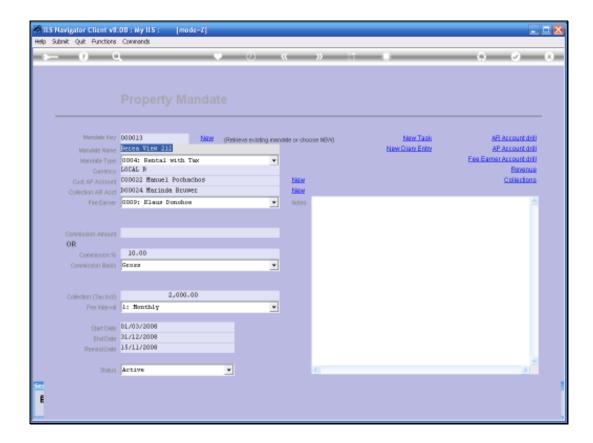
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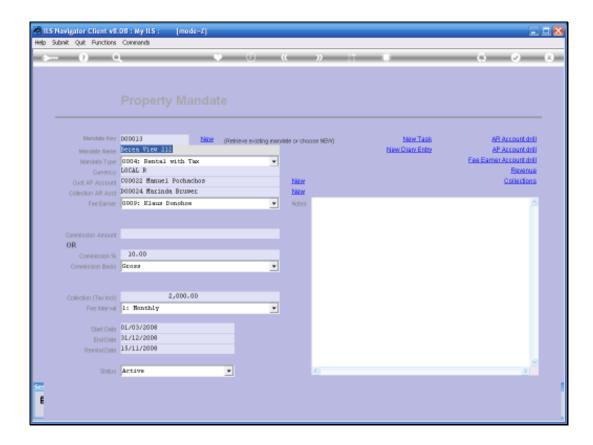
The Payable Account is of course the Account that we used to manage the Payments to the Lessor.

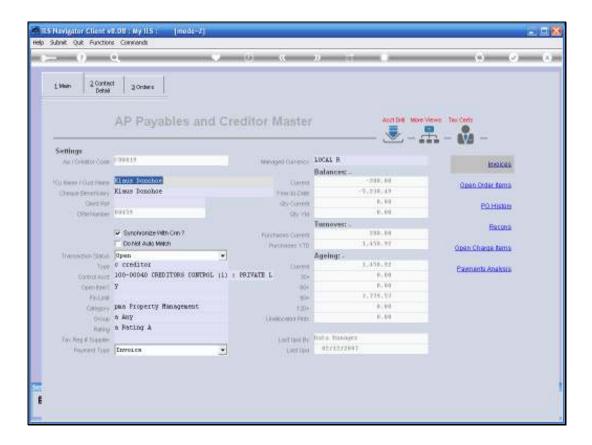
In other words, the Amounts that we collect from the Lessee, Minus the Commissions, are transferred into this Payable Account automatically by the System. And here we can, like with any Payable Account, Drill into all the detail on the Payable.







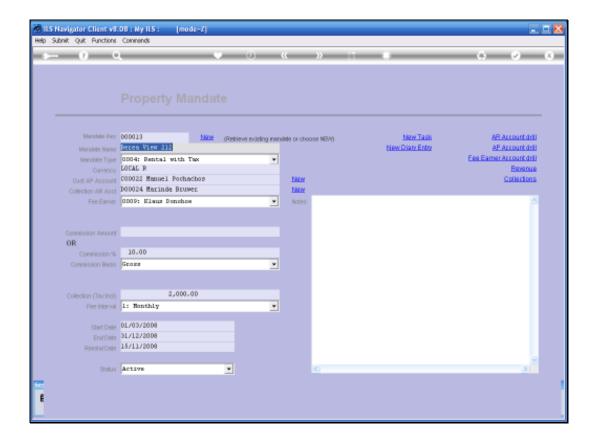


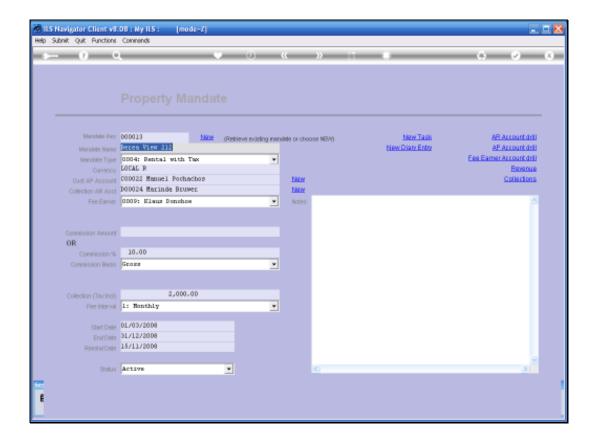


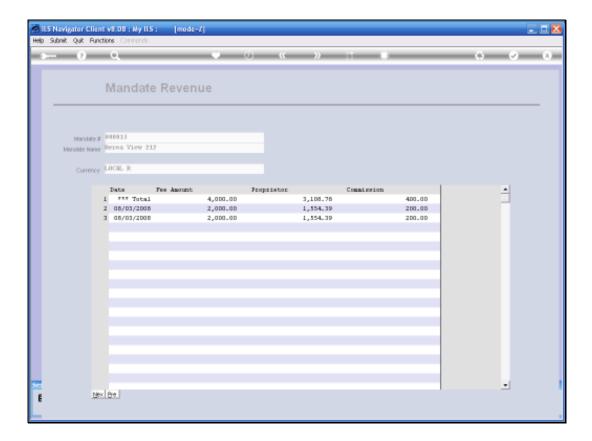
And here we have the Fee Earners Payable Account, which will reflect the Commission Earned on this particular Mandate.

Of course the Fee Earner Account is most likely also connected to multiple other Mandates. Not only this particular Mandate.

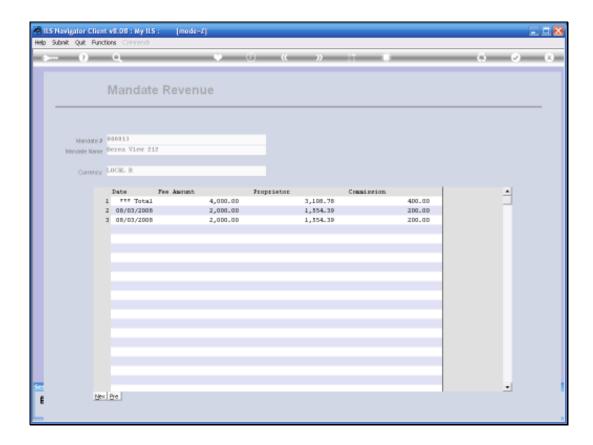


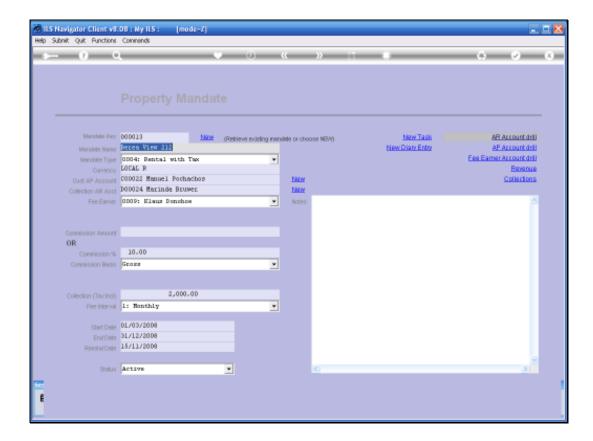


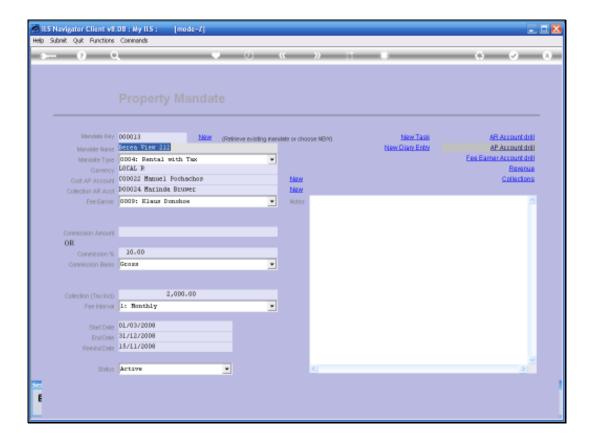


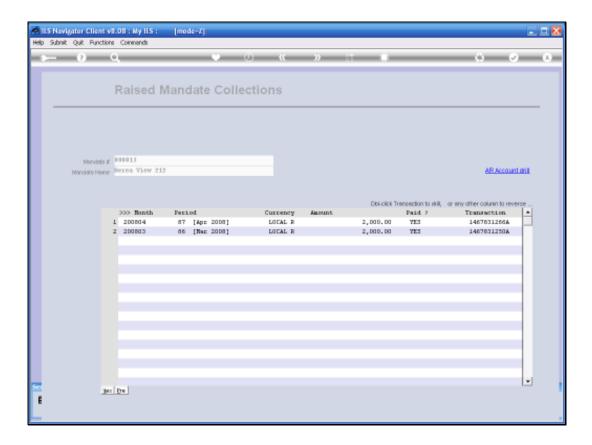


On the Revenue Detail Screen, we can see the Fee Amounts that have been processed and we can see the portions of the Proprietor and the Commission for the Fee Earner and also a Total for each of these.





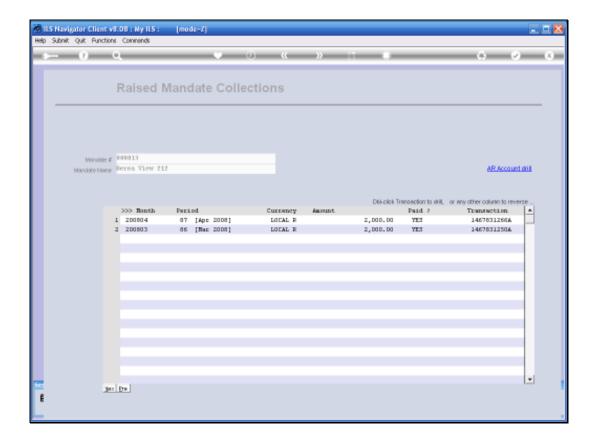


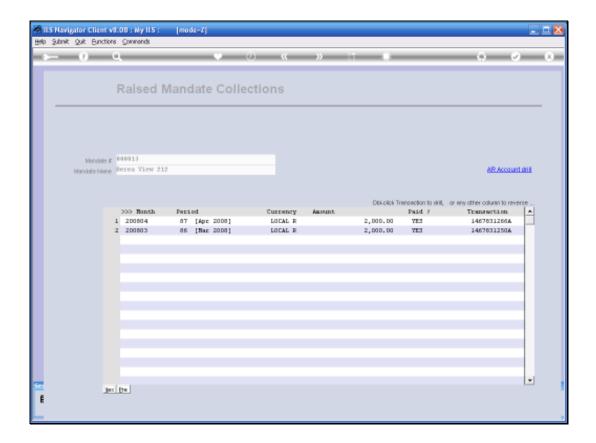


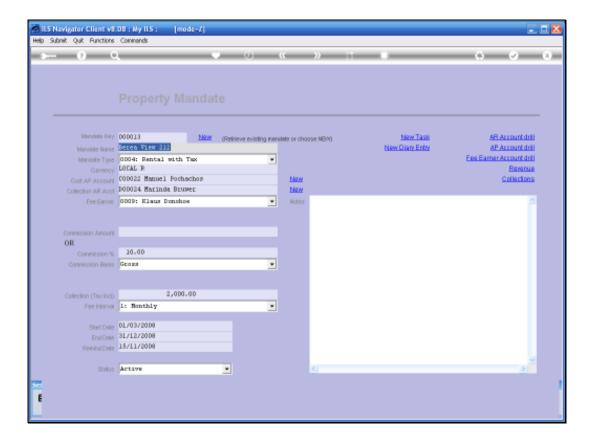
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The Collection detail shows us by Period the Collections that have been raised and also whether they have already been collected, i.e. Paid.

We also have the Transaction Keys here as well and we can Drill into the Detail of these Transactions.







So the Mandate Record actually brings together all the Elements connected to this Mandate i.e. the Receivable Account, Payable Account for the Proprietor, and the Fee Earner. We also have the Revenue and Collection Detail available. Plus the other Main Indicators for the Mandate.

