| ES Nevigator Client | | [mode-Z] | | | | | - | |
|---------------------|--------------------|------------------------|-------|-------------|--------------------|-----------------------------------|-----------------|---|
| Subnik Quit Fund | | • 0 | | | | A | | - |
| | <u>ц</u> | · · · | " | <i>n</i> 01 | | | | - |
| | | | | | | | | |
| | Insurance | e Customer Accou | int | | | | | |
| Out Key | 14 | | Notes | | | | ~ | |
| Account Name | Johannes Louw | | | | | | | |
| Account State | Active | × | | | | | | |
| | 21/11/2007 | | | | | | 4 | |
| 0.913 | | | | | | | 3 | |
| | Queries: - | | A | ctions: - | | | | |
| | CRM | Evente | | NewCR | MEXent | New Policy | | |
| | | Teska | | | w Task | Bet Up CRM Account | | |
| | Diary I | Entries | | New Dis | any Entry | Set Up AR Debtor Account | | |
| | >>> Policies | Туре | | tatur | End Date | AR Account. | - | |
| 1 | | D1 Household D2 Car | | Active | 30/11/2008 | | _ | |
| 3 | | D3 Boat | | Active | 30/11/2008 | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | - | |
| 3mc | Bre Sala Iron Ed 🕻 | 2 | | | D64-click AR Acct1 | o shill, or any other column to o | kill the Policy | |
| | | | | | | | | |

In this session we are going to look at how we can see the Policy Revenue from the Policy Master.

In this example we are currently looking at an Insurance Customer Account and this particular Customer has 3 Policies.

So let us go to the 1st Policy.

| | IES Navigator Client v8.04 : Ny IES : [mod p Subnit: Quit: Punctions: Commends | t-1] | | | | | X |
|---|---|----------|-------------------------|-----------------------------|---------------------------------|--------------------------|----------------------------------|
| - | e 6 d | • 0 | " | » it | _ | 0 | × × |
| | Insurance Policy Master | | | | <u>AR D</u> | abter Account Revenue | New Diary Entry New Task |
| | PolicyNamber 45573 Insurance Account 11 Johannes Lower | | 555 Payas 1 | nts Received 200.00 | Date 26/11/2007 | Period 82 [Nov 2007] | - |
| | AR Delitor Account D00021 Johannes Louw Currency LOCAL R Policy Type 01 Household | | | | | | |
| | Start Date 01/11/2007 End Date 30/11/2008 | | | | | | _ |
| | Remind Date 01/11/2008 Statue Active Insurer D013: 1st National | * | | | | | |
| | Gross Fee 2,400,00 Fee Earner DOD5: Klaus Donahos | • | | | | | -1 |
| | Conniction Basis Bat | ¥ | _ | | | | Raised Premiume |
| | Prenium (Jax Inc) 200,00 Fee Interval 1: Monthly Fee Day L | • | 555 Inrid 1 FEN 26/1 | Sents 11/2007 - Burglary | during the nigh | t. | <u>*</u> |
| | Noteo | ^ | | | | | |
| | | | Cinin Ant 1 | | ats Faid Inc: 29/11/2007 Bur | ident iglary | New Incident |
| Ē | <u>s</u> | <u>×</u> | | | | | |

| IES Navigator Client Help Subnik Quit Function | v8.04 : Ny ILS : [mode=Z] ns Connends | | | | |
|---|--|-----|----------------------------|------------------------------|-----------------------------|
| + 0 | ٩ | • 0 | « » IT | • • | (* (X |
| Insurance | Policy Master | | | AR Debtor Account Revenue | New Diary Entry New Task |
| Policy Number | 45678 | | >>> Payments Received | Date Period | - |
| | 14 Johannes Lousr | | 1 200.1 | 00 26/11/2007 82 [Nov 2007] | _ |
| | D00021 Johannes Louw | | | | |
| | 10CAL R. | | | | |
| Policy Type | 01 Household 01/11/2007 | | | | |
| | 30/11/2008 | | | | |
| | 01/11/2008 | | | | |
| | Active | | | | |
| | 0013: 1st Mational | * | | | |
| Oross Fee | 2,400.00 | | | | |
| Fee Enmer | 0006: Kisuz Donohoe | * | | | |
| Commission % | 10.00 | | | | • |
| Connission Basis | | * | | | Raised Premiume |
| Premium (lax incl) | | | >>> Incidentz | | - |
| | 1: Monthly | ٣ | 1 FEN 26/11/2007 - Bunglas | ry during the night. | |
| Fee Day | 1 | | | | |
| Noteo | | | | | |
| | | | | | |
| | | | | | New Insident |
| | | | Claim Ant Paid | Date Faid Incident | - |
| | | | 1 1,500.00 | 29/11/2007 Burglary | |
| | | | | | |
| | | | | | |
| 30 | | | | | |
| E | | 2 | | | • |
| | | | | | |

On the Policy we choose the Revenue Function.

| Help Subnik Quit Functions Connerds | |
|-------------------------------------|-------|
| The search oper remains controls | |
| | 0 Ø 8 |
| Policy Revenue | |
| | |
| Policy Number 45678 | |
| Policy Type 01 Household | |
| insurer 4013: 1st Hational | |
| | |
| Ourency LOCIL R | |
| | |
| Total Claims Paid 1, 590, 00 | |
| | |
| >>> Date Premium Insurer Commission | |
| 1 777 Total 600.00 540.00 60.00 | - |
| 2 26/11/2007 200.00 180.00 20.00 | _ |
| 3 24/11/2007 200.00 180.00 20.00 | |
| 4 24/11/2007 200.00 180.00 20.00 | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| Sec | |
| E Bec Du | • • |
| E Becifie | |
| | |

The Revenue is not the same thing as Raised Premiums.

On the Premium Function we can see all Premiums that have been paid.

But here we are looking at the Revenue. This is only about collected Premium and of course we have indication of the Total Claims paid on this Policy.

Then in terms of the Revenue, we have a total line and then we have the detail of the various Premiums that have been collected with the portions for the Insurer and the Commission.

| IES Nevigator Client v8.04 : Ny IES : Hep Subnit Qut Functions Connends | mode-Z] | | | _ 🗆 🛛 |
|---|---|--|-------|----------|
| () Q | • 0 • | (| | G Ø 8 |
| | Policy Revenue | | | |
| Policy Number Policy Type Insurer | 45670 91 Household 9013: 1st Hational | | | |
| Currency | LICH. R | | | |
| Total Clairo Paid | 1,500.00 | | | |
| >>> Date Premium | Insurer | Commission | | A |
| 1 Total | 60D.D0 | 540.00 | 60.00 | - |
| 2 26/11/2007 | 200.00 | 180.00 | 20.00 | _ |
| 3 24/11/2007 | 200.00 | 180.00 | 20.00 | |
| 4 24/11/2007 | 200.00 | 180.00 | 20.00 | |
| Delicy Type Insurer Ourrency Total Cleans Paid 2000 Date Pression 2 20/11/2007 3 24/11/2007 4 24/11/2007 | | | | 2 |
| E Bec Du | | | | |

| 😹 IES Navig | | [mode-Z] | | | |
|-------------|-------------------------|--|------------|-------|----------|
| Hab Znoux | Quit Bunctions Commends | | | | |
| | 6 d | • 0 | « » 81 | | 0 0 0 |
| 50 E | | Policy Revenue | e | | |
| | Policy Nanb | er 45678 | | | |
| | Policy Typ Insur- | g 01 Household g 0013: 1st Hational | | | |
| | Currenc | y LICEL R | | | |
| | Total Clains Pa | d 1,500.00 | | | |
| | 300 Date Premiu | a Insures | c Commissi | | <u>×</u> |
| | 1 Total | 600.00 | 540.00 | 60.00 | |
| | 2 26/11/2007 | 200.00 | 180.00 | 20.00 | |
| | 3 24/11/2007 | 200.00 | 180.00 | 20.00 | |
| | 4 24/11/2007 | 200.00 | 180.00 | 20.00 | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| Sec | | | | | |
| E | Nex Dre | | | | <u> </u> |
| | A | | | | |
| 1 | | | | | |

| Help Subnit Out Functions Com | | | | | | 🛛 |
|---|------------------------|------------|------------------|-------|---------|-----|
| | | | | | | |
| | |) () ((| » IT | | (i) (i) | (X) |
| | | | | | | |
| | De llere | B | | | | |
| | Policy | Revenue | | | | |
| | | | | | | _ |
| | | | | | | |
| | Policy Number 45678 | | | | | |
| | Poloy Type 01 Househo | 4 | | | | |
| | Insurer 00131 1st 1 | fational. | | | | |
| | | | | | | |
| | Ourrency LOCIL R | | | | | |
| | Total Clains Paid | 1,500.00 | | | | |
| | Fother Cillerino Pailo | 2,77777777 | | | | |
| | | | | | | |
| >>> Date | Premium | Insurer | Comming | zion | - | 1 |
| 1 *** Tot | | . 00 | 540.00 | 60.00 | | |
| 2 26/11/20 | | . 00 | 180.00 | 20.00 | | |
| 3 24/11/20 4 24/11/20 | | . 00 | 180.00 180.00 | 20.00 | | |
| 4 24/11/2 | 200 200 | . 00 | 100.00 | 20.00 | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| >>> Date 1 *** To 2 26/11/2 3 24/11/2 4 24/11/2 | | | | | | |
| | | | | | | |
| E Nex Dre | | | | | | |
| | | | | | | |

| | ES Navigator Client) Subnit Quit Functio | | | | | | | 8 |
|---|--|--|-----|-------------------|----------------------|-------------------------------|--------------------------|-----------------------------|
| - | | م | • 0 | " | » IT | _ | 0 | (v) (x) |
| | Insurance | Policy Master | | | | AR D | abter Account Revenue | New Diary Entry New Task |
| | Policy Number | 45678 14 Johannes Louist | | >>> Payment: 1 | a Received 200.00 | Date 26/11/2007 | Period 82 [Nov 2007] | |
| | AR Delitor Account Currency | DODD21 Johannes Louw LOCAL R | | | | | | |
| | Start Date End Date | 01 Household 01/11/2007 30/11/2008 | | | | | | _ |
| | Statuo | 01/11/2008 Active 0013: 1st Mational | * | | | | | |
| | Oross Fee Fee Einner Conmission % | 2,400.00 0006: Kiwuz Donohow 10.00 | ¥ | | | | | |
| | Connission Basis Premium (fax: incl) | Met: 200.00 | ٠ | >>> Inciden | ta | | | Raised Premiums |
| | Fee Interval Fee Day | 1: Monthly | • | 1 788 26/11/ | 2007 - Burglary d | uring the nigh | t. | |
| | Noteo | | 2 | | | | | |
| | | | | Elsis Ast P | | te Faid Inci 9/11/2007 Bur | dent glary | New Incident |
| - | | | | | | | | |
| E | <u>K</u> | | 2 | | | | | |

| | ES Navigator Client) Subnit Quit Functio | | | | | | | 8 |
|---|--|--|-----|-------------------|----------------------|-------------------------------|--------------------------|-----------------------------|
| - | | م | • 0 | " | » IT | _ | 0 | (v) (x) |
| | Insurance | Policy Master | | | | AR D | abter Account Revenue | New Diary Entry New Task |
| | Policy Number | 45678 14 Johannes Louist | | >>> Payment: 1 | a Received 200.00 | Date 26/11/2007 | Period 82 [Nov 2007] | |
| | AR Delitor Account Currency | DODD21 Johannes Louw LOCAL R | | | | | | |
| | Start Date End Date | 01 Household 01/11/2007 30/11/2008 | | | | | | _ |
| | Statuo | 01/11/2008 Active 0013: 1st Mational | * | | | | | |
| | Oross Fee Fee Einner Conmission % | 2,400.00 0006: Kiwuz Donohow 10.00 | ¥ | | | | | |
| | Connission Basis Premium (fax: incl) | Met: 200.00 | ٠ | >>> Inciden | ta | | | Raised Premiums |
| | Fee Interval Fee Day | 1: Monthly | • | 1 788 26/11/ | 2007 - Burglary d | uring the nigh | t. | |
| | Noteo | | 2 | | | | | |
| | | | | Elsis Ast P | | te Faid Inci 9/11/2007 Bur | dent glary | New Incident |
| - | | | | | | | | |
| E | <u>K</u> | | 2 | | | | | |

| | 5 Navigator Cli Subnit Quit Pu | | v8.04 : My IES : ors Commands | [mode=Z] | | | | | | - | |
|-----|-----------------------------------|-----------|----------------------------------|-------------------------|-------|-------|-------------|---------------------|------------------------------------|---------------|-----|
| • | | _ | | • | Ø | " | » | | 0 | 0 | (X) |
| See | | | | e Customer | Accou | int | | | | | _ |
| | Out H | | | | | Notes | | | | 2 | |
| | Account Ner | 10 | Tohannes Louw | | | | | | | | |
| | Account Sta | te | Active | | ٠ | | | | | | |
| | Date Open CRM | ed (2) | 21/11/2007 | | | | | | | - | |
| | | | | | | | <u><</u> | | | 3 | |
| | | , | Queries: - | | | | Actions: - | | | | |
| | | | CRM | <u>LEvente</u> Taska | | | | RM Event Rw Task | New Policy Set Up CRM Account | | |
| | | | Dian | Entries | | | | iary Entry | Set Up AR Debtor Account | | |
| | | | >>> Policies | Type Di Hourshold | | | Status | End Date | AR Account. | 1 4 | |
| | | 1 Z | 20 | DI Household DZ Car | | | Active | 30/11/200 | | | |
| | | з | 22 | 03 Boat | | | Active | 30/11/200 | 5 D00021 | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| 500 | | | | | | | | | | | |
| F | | is P | 10 5,44 (ro. 124 | Del | | | | Diti-click AR Acct | to skill, or any other column to d | Il the Policy | |
| L | | | | | | | | | | | |

| | 0 | • - 0 | | » == | | 0 | - 2 |
|---------------|--------------------|---|--------|------------------|------------------------|--|---------------|
| | | | | | | | |
| | | | | | | | |
| | Insurance | e Customer Acc | ount | | | | |
| Ount Key | 14 | | Notes | | | | |
| | | | PADROS | | | | |
| Account Name | Johannes Louw | | | | | | |
| Account State | Active | | * | | | | |
| Data Oranad | 21/11/2007 | | | | | | |
| | 00463 | | | | | | ~ |
| | | | | | | | |
| | Queries: - | | | Actions: - | | | |
| | CRM | Evente | | New CR | MEVent | New Policy | |
| | Diary | Taska Setelar | | | aw Task ary Entry | Bet Up CRM Account Set Up AR Debter Account | |
| | LUMP I | CITIZEN CONTRACTOR OF | | Diameter in the | any courty | Set of the Debug Account | |
| | >>> Policies 20 | Type 01 Hourshold | | Status Active | End Date 30/11/2008 | AR Account | - |
| 2 | | D2 Car | | Active | 30/11/2008 | | _ |
| 3 | 22 | D3 Boat | | Active | 30/11/2008 | D D0 D21 | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| Mary | Bre 5dd Iros Ed 1 | bel I | | | D64-click AR Acct | to shill, or any other column, to dr | il the Policy |

Slide 11

Then we look at the next Policy for this particular Account.

| | ES Navigator Client | | I | | | | |
|-----|--------------------------|--------------------------|----------|-----------------------|-----------|------------------------------|-----------------------------|
| - | Subnik Quit Functio | | | | | | |
| - | | d' | 0 0 | (()) IT | | | (†) (V) (K) |
| | Insurance | Policy Master | | | | AR Debter Account Revenue | New Diary Entry New Task |
| | Policy Number | 55757 | | 335 Payments Received | Date | Period | |
| | Insurance Account | 14 Johannes Louis | | 1 | | | |
| | | D00021 Johannes Louw | | | | | |
| | Currency | | | | | | |
| | Palicy Type | 02 Car | | | | | |
| | Storf Date | 01/11/2007 30/11/2008 | | | | | |
| | End Date Resided Date | 01/11/2008 | | | | | |
| | | Active | | | | | |
| | | 0013: 1st Mational | * | | | | |
| | Gross Fee | | | | | | |
| | | 0006: Kiwiz Donohoe | * | | | | |
| | Controlission % | | | | | | · · |
| | Commission Besis | | * | | | | Raised Premiuma |
| | Premium (text incl) | | | >>> Incidents | | | <u>^</u> |
| | Fee Interval Fee Day | 3: Annual | ٠ | | | | - |
| | Noteo | | | | | | |
| | 110.00 | | - | | | | |
| | | | | | | | • |
| | | | | | | | New Incident |
| | | | | Claim Ant Paid | Date Faid | Incident | |
| | | | | 1 | | | |
| | | | | | | | |
| Ser | | | | | | | |
| E | | | <u>×</u> | | | | - |
| | | | | | | | |
| | | | | | | | |

| | ES Navigator Client Subnik Quit Punctio | | I | | | | 8 |
|---|--|--|----------|----------------------------|-----------|------------------------------|-----------------------------|
| - | | | • 0 | « » 11 | | | 0 V X |
| | Insurance | Policy Master | | | | AR Debtor Account Revenue | New Diary Entry New Task |
| | Policy Number Insurance Account AR Delitor Account Currency | 14 Johannes Lour D00021 Johannes lour | | >>> Payments Received 1 | Date | Period | 1 |
| | Palicy Type Start Date End Date | 02 Car 01/11/2007 30/11/2008 01/11/2008 | | | | | |
| | Status Insurer Oross Fee | Active D013: 1st Mational | * | | | | |
| | Commission % Commission Besis | | • | | | | Eaised Premiums |
| | Premium (lax incl) | | | >>> Incidents | | | - |
| | Noteo | | ^ | | | | New Insident |
| | | | | Elsis Ant Paid 1 | Date Faid | Incident | 1 |
| ľ | ¢. | | <u>×</u> | | | | |

| Heb Subnit Quit Punctions Conversion Policy Revenue Policy Revenue Policy Tamber 53757 92 Case 9031 Set Bational Ourrency Occal. R Total Cleans Paid 0.60 | |
|--|-----|
| Policy Revenue | |
| Policy Marker Policy Type Policy Type Pol | (X) |
| Policy Marker Policy Type Policy Type Pol | |
| Policy Namber 55752 Policy Type 92: Cax Policy Type 90:101: 1:st: Hational Ourrency LOCKL R. Total Chine Paid 0:00 SNS Date Freedom Insurer Domination 4 1 *** Total 1,200.00 1,042.11 157.09 | |
| Policy Type Policy Type Polic | |
| Policy Type Policy Type Polic | |
| Policy Type Policy Type Polic | |
| Durrency UCHL R Currency UCHL R Total Chains Paid 0.00 S>> Data: Preside Insurer Commission 4 1 *** Total 1,200.00 1,042.11 157.09 | |
| Ourrency LOCHL R. Total Chains Peid 0.00 | |
| Total Cleine Peid 0.00 >>> Date Presium 1 *** Total 1,200.00 1,042.11 | |
| Total Cleane Paid 0.00 >>> Date Pression 1 *** Total 1,200.00 1,042.11 | |
| DOD Date Premium Insurer Commission A 1 *** Total 1,200.00 1,042.11 157.89 | |
| >>> Date Premium Insurer Commission | |
| 1 *** Total 1,200.00 1,042.11 157.89 | |
| 1 *** Total 1,200.00 1,042.11 157.89 | |
| | 4 |
| 2 24/11/2007 1,200.00 1,042.11 137.69 | - |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| Sec | |
| E Bec Dra | |
| | |
| | 1 |

Slide 14

On this particular Policy there are no Claims that have been Paid and only one Premium has been collected so far.

| | | | | [mode=Z] | | | | | | | × |
|------|------------|------------|-------------------|-------------|-----------|----------|----------|--------|---|-----|------|
| Help | Subnik Qui | it Functio | ns Connends | | | | | | | | |
| - | (2 |) | ۹ | | 0 | (()) | - 1 | | 0 | Ø 0 | 0 |
| | | | | Dellass | Derrennen | | | | | | |
| | | | | Policy | Revenue | | | | | | |
| | | | | | | | | | | | |
| | | | Policy Number | 55757 | | | | | | | - 11 |
| | | | Policy Type | 02 Car | | | | | | | - 1 |
| | | | Insurer | 0013) 1st B | ational | | | | | | |
| | | | Currency | LICH R | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | Total Clains Paid | | 0.00 | | | | | | - 1 |
| | | | | | | | | | | | |
| | | 20 | > Date Premium | | Insurer | | Consists | ion. | | | - 1 |
| | | 1 | Total | 1,200 | | 1,042.11 | | 157.89 | | | - 1 |
| | | Z 2 | 4/11/2007 | 1,200. | DC | 1,042.11 | | 157.89 | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | - 1 |
| | | | | | | | | | | | |
| | | | | | | | | | | - | |
| E | | Nex Pre | | | | | | | | | |
| | | | | | | | | | | | |
| | | _ | | | | | | | | | |