US Sales Commission

User Guide · Odoo 18.0 & 19.0

Sales Commission Engine with tiered plans, splits, draws, clawback and ASC 340-40 capitalized-commission amortization

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1. Overview

US Sales Commission is an Odoo module for Odoo 18.0 and 19.0, built for US businesses.

Sales Commission Engine with tiered plans, splits, draws, clawback and ASC 340-40 capitalized-commission amortization

2. Key Features

• Commission plans with attainment-based marginal tiers, role

Commission plans with attainment-based marginal tiers, role rates, accelerators above quota, and recoverable/non-recoverable draws.

• Per-sale commission records with multi-rep split allocation

Per-sale commission records with multi-rep split allocation that must sum to exactly 100%.

• Draw netting that recovers outstanding advances from earned

Draw netting that recovers outstanding advances from earned commission.

• Clawback with full GL reversal and amortization cancellation

Clawback with full GL reversal and amortization cancellation.

• ASC 340-40 capitalized commission costs amortized straight-l

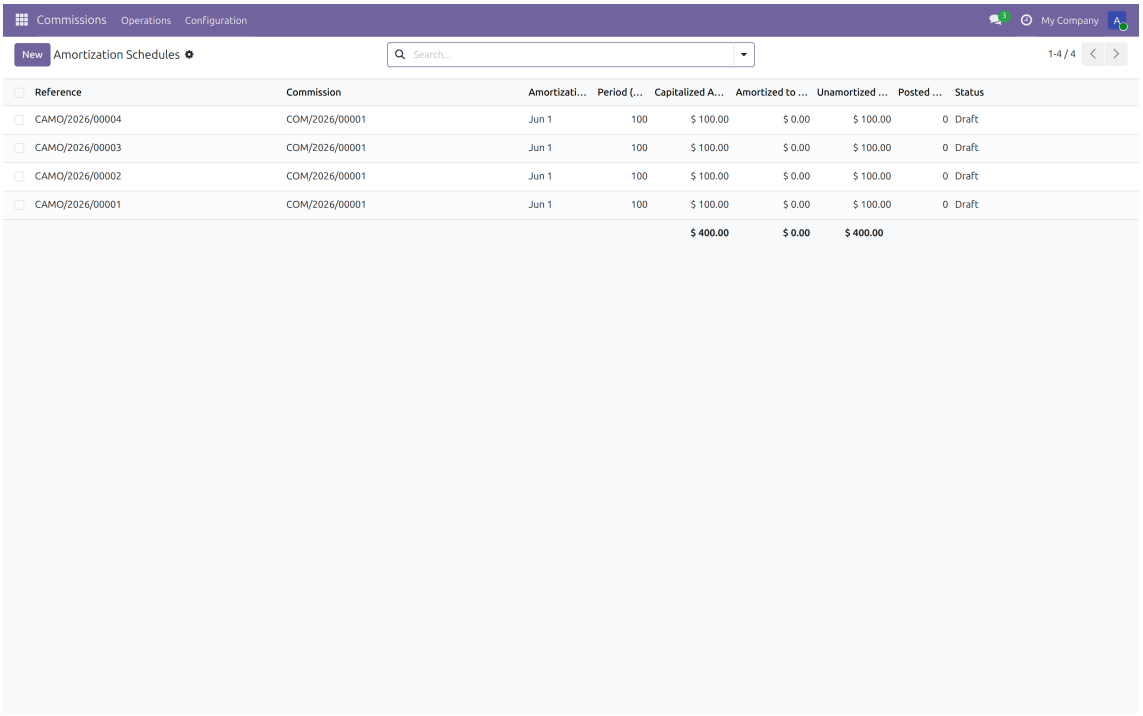
ASC 340-40 capitalized commission costs amortized straight-line over the expected period of benefit, with a practical-expedient threshold for immediate expensing.

• Monthly straight-line amortization schedule posting balanced

Monthly straight-line amortization schedule posting balanced journal entries (DR expense / CR capitalized contract-cost asset).

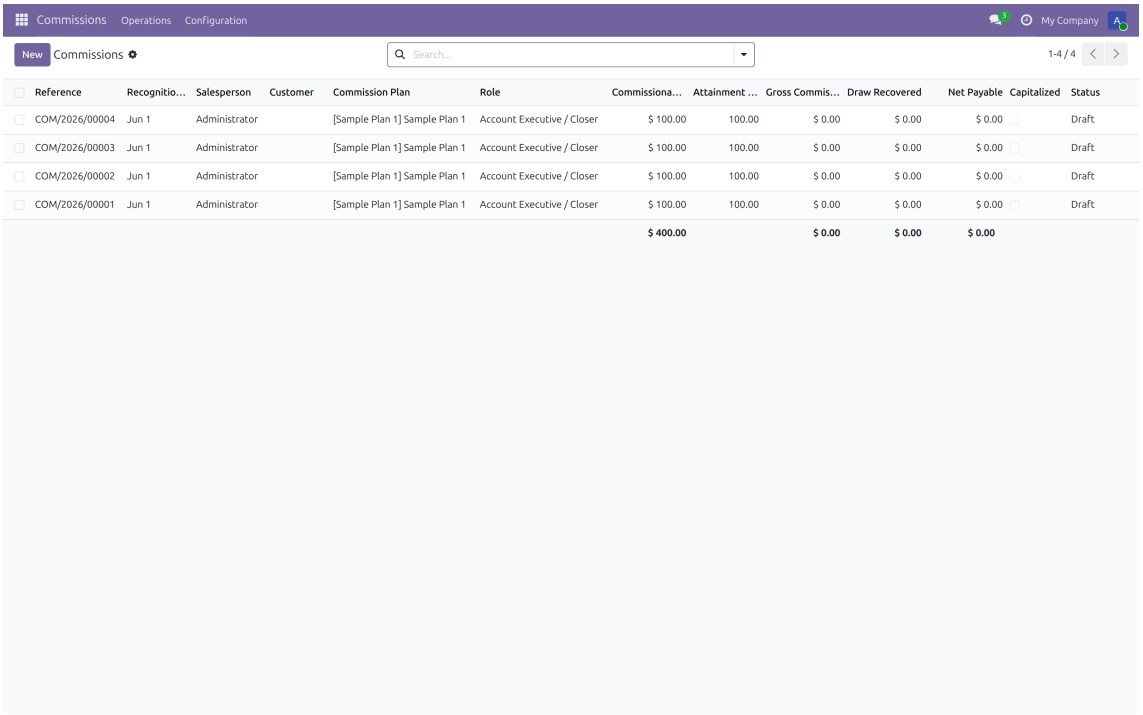
3. Screenshots

Live views from the running module (with sample data):



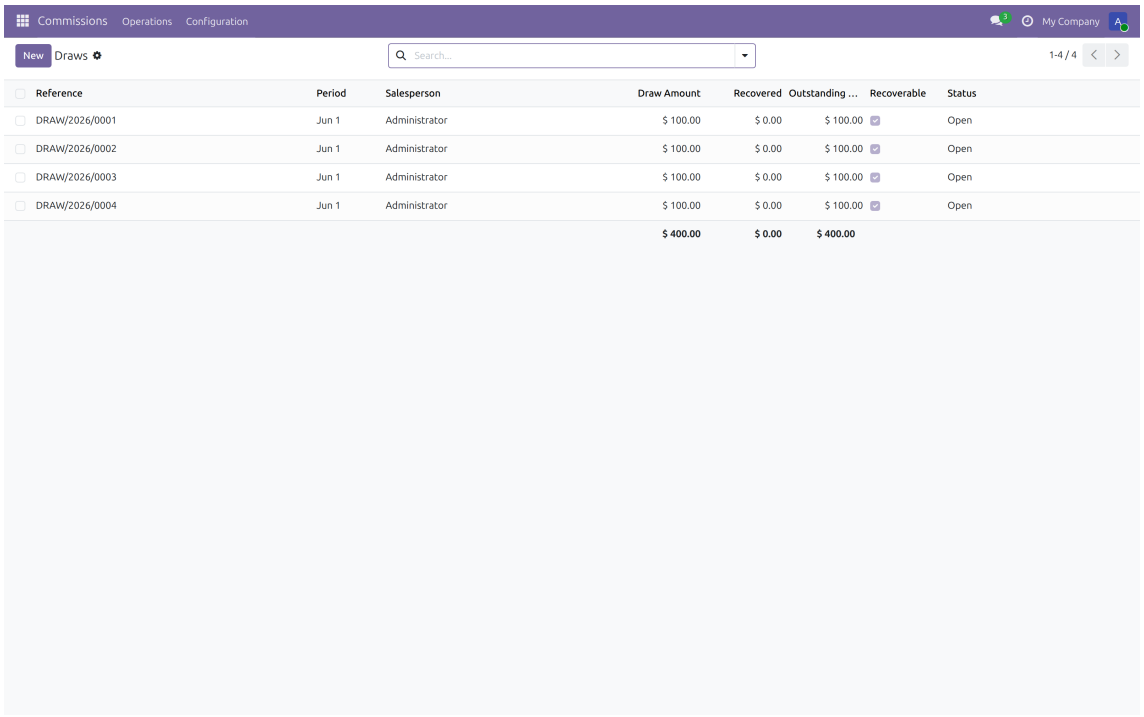
Reference	Commission	Amortizati…	Period (…	Capitalized A…	Amortized to …	Unamortized …	Posted …	Status
CAMO/2026/00004	COM/2026/00001	Jun 1	100	$ 100.00	$ 0.00	$ 100.00	0	Draft
CAMO/2026/00003	COM/2026/00001	Jun 1	100	$ 100.00	$ 0.00	$ 100.00	0	Draft
CAMO/2026/00002	COM/2026/00001	Jun 1	100	$ 100.00	$ 0.00	$ 100.00	0	Draft
CAMO/2026/00001	COM/2026/00001	Jun 1	100	$ 100.00	$ 0.00	$ 100.00	0	Draft
				$ 400.00	**$ 0.00**	**$ 400.00**		

Amortization Schedules

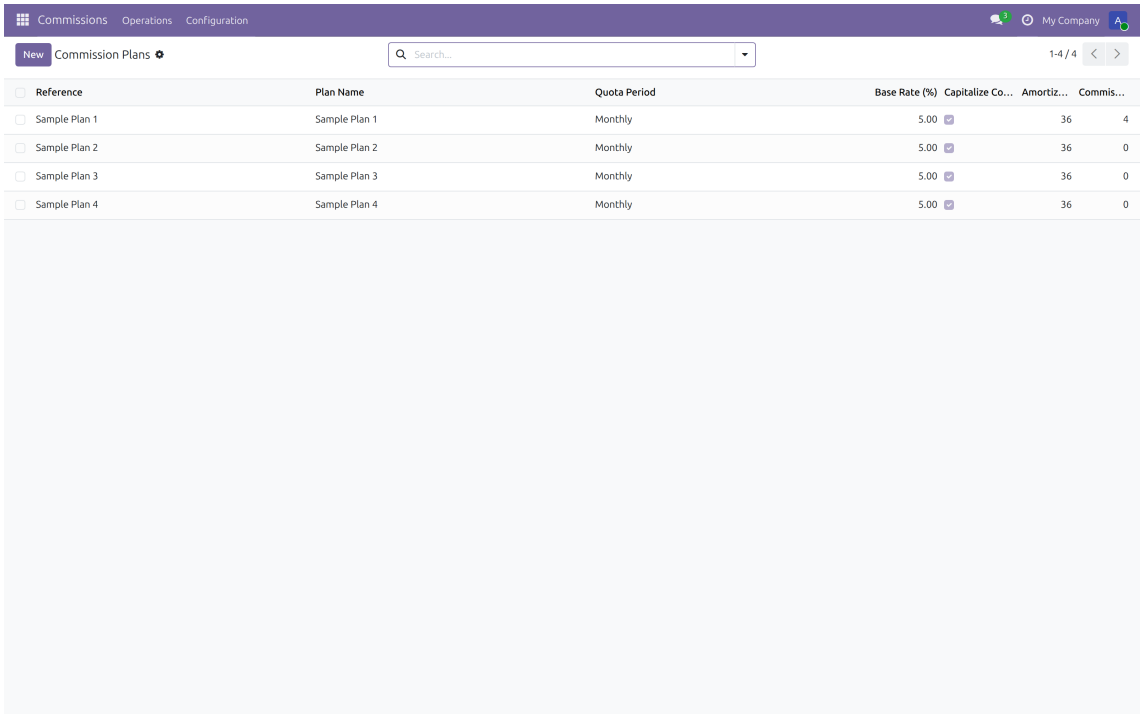


Reference	Recognitio…	Salesperson	Customer	Commission Plan	Role	Commissiona…	Attainment …	Gross Commis…	Draw Recovered	Net Payable	Capitalized	Status
COM/2026/00004	Jun 1	Administrator		[Sample Plan 1] Sample Plan 1	Account Executive / Closer	$ 100.00	100.00	$ 0.00	$ 0.00	$ 0.00		Draft
COM/2026/00003	Jun 1	Administrator		[Sample Plan 1] Sample Plan 1	Account Executive / Closer	$ 100.00	100.00	$ 0.00	$ 0.00	$ 0.00		Draft
COM/2026/00002	Jun 1	Administrator		[Sample Plan 1] Sample Plan 1	Account Executive / Closer	$ 100.00	100.00	$ 0.00	$ 0.00	$ 0.00		Draft
COM/2026/00001	Jun 1	Administrator		[Sample Plan 1] Sample Plan 1	Account Executive / Closer	$ 100.00	100.00	$ 0.00	$ 0.00	$ 0.00		Draft
						$ 400.00		**$ 0.00**	**$ 0.00**	**$ 0.00**		

Commissions



Draws



Commission Plans

4. Installation

Open Apps, click Update Apps List, search for “US Sales Commission” (technical name **us_sales_commission_engine**) and click Install. Supports Odoo 18.0 and 19.0, Community and Enterprise.

5. Menus & Navigation

After installation the following menus are available:

- Commissions
- Operations
- Commissions
- Draws
- Amortization
- Configuration
- Commission Plans

6. Data Model

The module implements the following records and engines:

Model	Purpose
sale.commission	Sales Commission
sale.commission.amortization	Capitalized Commission Amortization (ASC 340-40)
sale.commission.plan	Sales Commission Plan

7. Typical Workflow

1. Open the Configuration menu and set up master data / rules.
2. Create the main record via the primary menu.
3. Use the action buttons (Confirm / Compute / Generate / Export).
4. Review results in list, pivot and report views; export as needed.

8. Cert-clean & Privacy

This module generates worksheets / files / drafts. Submission to authorities is done by you with your own credentials (BYOK) — we are never the certified/registered party.

9. Support

Email **support@pokutsoft.com** or **https://pokutsoft.com**. Please state the Odoo version (18.0 / 19.0) and the technical module name.