Agreements

Payout agreements allow you to create payment rules, royalties, and apply them to a group of works.

They are created from "Agreements" in the "Main Menu".

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From this screen, you can:

- add
- delete
- update changes
- duplicate an existing contract.

The agreement form

1. Description : agreement name
2. Subtitle : specification to help differentiate two agreements
3. Type of agreement: For royalties, this is "Payout"
4. Territory: territory to which the contract applies
5. Signature date: date on which the contract was concluded (only if you want to keep the info here - it isn't useful in the software)
6. Expiration date: contract end date (only if you want to keep the info here - it isn't useful in the software)
7. Floor: when several contracts are attached to a work (because it is part of several groups), the floors allow you to know in what order these contracts apply. The Sage will apply the top floor.
8. Company: Company to which the contract is attached (will condition the header of the statement)
9. Manager entitled:?
10. Notes: personal notes regarding the contract. Purely internal use.
11. Royalties

To have access to the royalties box, you must fill in a **description** and a **type of agreement** and press Create (2)

content

You can then enter how you want the contract to work.

Style

Styles make it easier to read royalties when they are complex. Different repayments for the same types of rights under certain conditions can be easily red through the colors and styles of text. Styles are set in Le Sage Settings (Styles).

Actors

Royalty basis

The royalty base (by default at 100%) makes it possible to adjust the amount received. For example, if you collect the share of two co-publishers and you need to pay 90% of the rights to each, you should indicate a payout of 45% to each (50% of 90%). Your customers may not understand the reason for this fancy rate. By indicating a royalty base of 50% and a repayment of 90%, the amount collected will be divided by 2 and the accounts will show 90%. The amounts will be the same, of course.

Conditions on rights

Selection of a condition on rights, among those created in the Settings of Le Sage.

Distribution key

The payout key uses a column in the copyrights to pay out the royalties. The key is associated with the **special actors** described in Special Actors. The "Special sharing" column makes it possible not to use the statutory distributions.

Controlled by

This field allows you to force the headers and footers of a different company from the one listed in the work or in the contract. This is often useful for catalogs in management. The called field is a company. The companies are to be added in Settings of Le Sage (Companies).

Payments by type of rights

Use of contracts

A royalty contract applies to a group of works. Once the contract has been entered in the list of contracts:

- Create a group of works (or use one already created)

- In the group file, "General": Choose the name of the created contract from the drop-down menu of the "Contract".
- Check within a work of the group that the royalties are now well displayed. * Be careful if you have defined royalties within a work, the contract will not apply even if the work is within the group to which the contract applies.

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