

Production Pay with Petly Plans

WP codes allow practices to track which associate DVM provided plan services, and pay them commission based on services provided. This protects the practice from paying commission on unused plan services over the course of the plan year.

Some practices reduce the normal commission rate to account for the amount they discounted the plan package by.

Scenario one: *all plan templates are discounted by the same percentage rate*

- 🐾 Normal commission rate is 20% and practice has discounted all plan templates 25%
- 🐾 To account for the plan discount, the normal commission rate of 20% is reduced by 25%, making the adjusted commission rate for WP services 15%

Invoice ID	Description	Retail Cost	Commission Rate	Payout
7510	CBC/Chem Panel	\$100.00	20%	\$20.00
WP6000	WP CBC/Chem Panel	\$100.00	15%	\$15.00

Scenario two: *Plan templates are discounted by different percentage rates*

- 🐾 Normal commission rate is 20% and practice has discounted plan templates as follows: 10% off Silver, 15% off Gold, and 20% off Platinum.
The discount is averaged: $10\% + 15\% + 20\% = 45\% \div 3 = 15\%$
- 🐾 To account for the average discount, the normal commission rate of 20% is reduced by 15% making the adjusted commission rate for WP services 17%

Invoice ID	Description	Retail Cost	Commission Rate	Payout
7510	CBC/Chem Panel	\$100.00	20%	\$20.00
WP6000	WP CBC/Chem Panel	\$100.00	17%	\$17.00

Reports for production pay are still generated using your practice management software. If your WP codes are setup to automatically discount by 100% when invoiced and your practice normally uses net totals for commission purposes, you will need to also run a gross commission report to see the calculations for WP codes. To make the WP codes easily located on the gross commission report it's recommended that all WP codes be labeled under their own unique invoice classification.