

Agent Income FAQ

Last Modified on 09/04/2026 11:17 am EDT

The Agent Income report is the deep, one-agent-at-a-time breakdown, from gross commission down to net payable. Answers to the common questions about 1099 season, deduction detail, and how it differs from Agent Production.

What's the difference between Agent Income and Agent Production?

One agent versus all of them. Agent Income covers a single agent in detail. Agent Production puts every agent in one file for a company-wide view. Both carry commission, fees, deductions, taxes, and net payables.

Which report should I use for 1099s?

Agent Income for individual breakdowns, Agent Production for everyone at once. Run either with a closing period of last year. Pipeline doesn't print 1099 forms, so the figures go into your tax software.

Can Pipeline generate the 1099 forms themselves?

No. Pipeline doesn't generate or print 1099s. It gives you the commission data; the forms come from your tax software.

Can I see each deduction separately instead of one total?

Yes, check Include Deduction Details. With it checked, deductions are listed by name, so you can total a single line item across the period in your spreadsheet.

Can I run it on pending transactions?

Yes. The Transaction Status setting lets you report on closed or pending business, so you can show an agent what's still coming.

What's the difference between gross commission and net commission?

Gross is before anything comes out; net is after. Transaction Gross Commission is the total before off-the-top referrals and franchise fees. Net Commission is what's left on the agent's side once their fees and taxes have been applied.

Why is a closed transaction missing from an agent's report?

It needs a CDA, a close date in the period, and a Closed status. A CDA that was generated with a blank Sales Volume can also leave an agent out entirely.

Can I add my own columns to the report?

No, the column set is fixed. Anything extra gets built in your spreadsheet from the columns the report provides. If there's a field you need often, tell us — those requests shape what we build.

Who can run this report?

Master admins, plus admins with the Enter Financial Data or View Financial Reports permission. Permissions are granted per location from the Manage Users page.

Learn More

One agent, every number. The Agent Income report takes a single agent's transactions from gross commission down to net payable, line by line.

See [Agent Income](#)

Still Have Questions?

Didn't find your answer above? Email us at help@paperlesspipeline.com and we'll help.
