



TRIPS

Group financials — sales, commission, and per-member payment tracking

How the Financials tab on a Group rolls up sales, commissions, and per-member payment status across every attached Trip's invoices. The three sub-tabs (Overview, Per member, Commission), how "days behind deposit" is calculated, and how the numbers flow into your regular Sales and Commission reports.

On this page

- [The four sub-tabs](#)
 - [Overview](#)
 - [Per trip](#)
 - [Per member](#)
 - [Commission](#)
- [Where the numbers come from](#)
- ["Days behind deposit" — the nudge signal](#)
- [How Group financials feed the org-wide reports](#)
- [Amenity thresholds — a separate primitive](#)
- [Frequently asked](#)
- [Related](#)

The **Financials** tab on a Group is a rollup — it doesn't hold its own dollar amounts. Every number on the page is derived by scanning the invoices attached to the Group's member Trips. Change a payment on any member's invoice and the Financials tab updates on the next load.

The four sub-tabs

Overview

Top-line KPIs: total booked, total paid, outstanding, refunded. Bookings count, member count, average booking value.

Per trip

Every attached Trip on its own row: primary traveler, dates, invoice status, total booked, paid, outstanding, deposit status, next payment due.

Per member

One row per Group Member. Same money columns as Per trip, plus "days behind deposit" — how far past the deposit deadline the member is if they haven't paid it yet.

Commission

Line-item level: supplier commissions, agency share (line override or org default), and expected vs. received commission dates.

Where the numbers come from

Every column on Financials traces back to a real DB source — nothing is guessed. Understanding the source helps when a number looks wrong:

- **Total booked** = sum of `invoices.total_cents` across all non-canceled invoices on the Group's member Trips.

- **Total paid** = sum of `invoices.amount_paid_cents`. Backed by real payment records (`invoice_payments` rows).
- **Outstanding** = `total - paid`. Clamps at 0 (never negative).
- **Refunded** = sum of `schedule.refunded_cents` across schedule rows on those invoices.
- **Bookings count** = distinct invoices, not distinct members. A member with two Trips in the group counts once per invoice.
- **Commission (gross)** = sum of `line_items.commission_cents` on invoice line items.
- **Commission (agency share)** = `commission × (line_agency_share_bp or the org default)`. Basis-points math kept in integers to dodge float drift.

ADVISOR TIP

Draft + canceled invoices are ignored. If a Trip's invoice is in Draft or was canceled, its dollars aren't counted anywhere on Financials. Send the invoice (or restore from cancel) to have it appear.

"Days behind deposit" — the nudge signal

On the Per member sub-tab, each row carries a **Days behind deposit** number in red when the member's deposit is past due and unpaid. It's calculated as:

`today - invoice.deposit_due_date`, clamped to zero when the deposit is paid or no due date is set.

This is the single lever agents chase — it's the same signal the Group Lead Dashboard surfaces on the client portal (without dollar amounts). If a group has three rows showing "12d behind," those are the three phone calls to make this week.

ADVISOR TIP

The nightly reminder cron helps. Invoice payment reminders (`invoices:send-payment-reminders` cron at 4am) fires a "coming up soon" email at each of the offsets in your Invoice Settings (**before-due**: 1/3/7 days by default) and "past due" at 1/7/14. The Days-behind number is the agent-facing complement.

How Group financials feed the org-wide reports

Groups are invisible to the reporting system. Everything you see under **Reports** — Sales, Commission, Client LTV, Top Suppliers — is per-Trip, per-invoice, per-line-item. The Group is just the container that spawned those Trips.

- **Sales report** — the auto-created member Trips show up individually. If you want group-only totals, filter the Trips list by trip type or destination.
- **Commission report** — every member's commission line items count. The Group's "commission received" total on Financials equals the sum of the group's member-trip commissions on the org-wide report.
- **Top suppliers / destinations** — if all your group members use the same supplier (typical for a cruise), the Group amplifies that supplier's dollar volume proportionally.

Amenity thresholds — a separate primitive

The **Amenities** tab (not Financials) is where you track supplier perks tied to cabin/room count. Set thresholds like *"free wine at 10 cabins booked"*, *"spa credit at 20 cabins"* and the tab shows how many cabins you've derived from bookings so far vs. each threshold.

This is separate from money — a supplier-relationship management tool for hosted groups. Covered in its own article (coming soon).

Frequently asked

A member paid me by check but it's not showing on Financials.

Payments only feed Financials when they're logged against the member's invoice on their Trip. Go to that Trip → Invoices → open the invoice → Mark payment received on the appropriate schedule row.

How do refunds show up?

Refunds recorded on invoice payment schedule rows flow into the **Refunded** column on Financials. They also net the invoice's "amount paid" down, so the Total paid + Outstanding numbers adjust.

Can I export Financials?

Not natively today — that's on the roadmap. Workaround: the org-wide Sales report has CSV export and you can filter by trip type or by the member Trips manually.

What if agency_share_bp is different on some line items?

The math respects the line-item override. If line A has 100% agency share (10000 bp) and line B falls back to the org default of 80% (8000 bp), the group's commission rollup applies each line's share correctly.

Related

- [Groups overview](#)
- [Commission Manager](#)
- [Reports overview](#)
- [Payment schedules](#)

UrTravelPro · Group financials — sales, commission, and per-member payment tracking