Salesforce Acronyms/Abbreviations	
Households	Group of clients who live together. Households need to be created for every client.
Payout	Where commissions data is located in LEADERSLink
Compensation Detail	Commissions Statement
Tab	Section of LEADERSLink such as Dashboard, Payout, Accounts etc.
List view	A view of the records correlated with an account on a certain tab
Recent Items	Left sidebar item that is a placeholder the for the previous 10 records accessed
Tasks	To dos assigned to the LEADERSLink user
Person Account	Client account
Business Account	Entity account
SSO	Single Sign on
Dashboards	A single location to view a snapshot of commission data
Home Office Request	Items that need to be sent to The Leaders Group for approval that would normally be emailed (updated bank info, etc.).
Compliance Approval - Updates	Client updates that are submitted to Accounts Management for processing.
Compliance Approval – Blotters	Trade blotter should be submitted whenever an application or money is being sent to The Leaders Group. Needs to be submitted for approval.
Books & Records	Where files/attachments are stored and submitted for new business
Unique ID	SSN
OM (Compliance Approval)	A record with OM-### is the Salesforce default record name for a Compliance Approval.
CMP (Home Office request)	A record with CMP-### is the Salesforce default record name for a Home Office Request.
BRD (Books and Record)	A record with BRD-#### is the Salesforce default record name for a Books & Record.
NAF (New Account Form)	The area in which a New account form is recorded for a client.