

Profile - Branch Partner C-8

Personnel	Min credit score - Branch Manager Min credit score - Loan Officer Criminal Background Check W2 / Tax Returns Personal Financial Statements	none - make sense none - make sense no felonies / fraud convictions last 60 days paystubs must sign 4506	
Branch	dba Name Commercial Space Startup Branch Min Monthly Production Branch Processing Licensed States	none possible for large branch not required yes 3 loans per LO branch, contract AR CA CO CT DE FL GA IN ME MD MA NH NJ NM NC PA RI SC TN VT VA	
Programs	FHA / VA USDA Rural Development Reverse	in-house brokered brokered	can broker FHA > 620 in-house by Q2 2010 must be certified
Correspondent	In-House Lending Underwriting Turn Time # Investors	yes 48 hours BofA, Wells, Citi, Chase, GMAC	
Broker	Right of First Refusal # Lenders	none	
Setup Fees	Application Fee FHA Branch Fee LOS System LOS Setup Fee Payroll Company Payroll Setup Fee Up Front Reserves Min Reserve Requirement Other Setup Fees	\$250 \$300 Point none ADP none none 2 months operating cost paid from loan proceeds not usually	advanced on P&L
Operational Fees	Branch Fee In-House Underwriting Fee Broker Fee Corporate Processing Fee Compliance Fee Imaging Fee LOS Branch Fee LOS Per User Fee Payroll Branch Fee Payroll Per User Fee E&O Workman's Comp Unemployment Tax Branch Healthcare Cost Other Fees	none \$895 50-75 bps + \$495 \$250 none none none \$85 per user per year none none none 12% up to Branch Manager \$60 per month per user for pricing engine	
Other	Marketing Department Corporate Orientation FHA / Reverse Mortgage Training Pay Periods	none would like a corporate visit none 15th and 30th	
Notes	20 branches / \$40M monthly volume does not own AMC no min wage requirement	NYLX pricing engine 401k EPD/EPO/indem to branch	