

Profile - Branch Partner C-9 Small Volume

Personnel	Min credit score - Branch Manager Min credit score - Loan Officer Criminal Background Check W2 / Tax Returns Personal Financial Statements	make sense make sense no felonies not required pipeline report, net worth statement, last 2 months P&L
Branch	dba Name Commercial Space Startup Branch Min Monthly Production Branch Processing Licensed States	not allowed required not usually 8 units or \$1.5M branch or corporate only branch should be located near NE US FSB - all except CA HI AK NYC OK
Programs	Conventional FHA / VA USDA / 203k Reverse	Fannie, Freddie direct Full Eagle, Ginnie direct in-house in-house
Correspondent	Underwriting Turn Time # Investors	2-5 days 9 Astoria / ING
Broker	Right of First Refusal # Lenders	yes
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	none each branch set up individually but not charged Encompass 360 none internal none none 2 months operating capital, required up front none
Operational Fees	Branch Fee In-House Underwriting Fee Broker Fee Corporate Processing Fee (optional) 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 \$1,390 per file of which \$890 charged to borrower 50bps \$500 none none none none none \$60 per employee none actual cost between 40% - 60% of premium \$250 accounting
Other	Marketing Department Corporate Orientation FHA / Reverse Mortgage Training Pay Periods	would like to spend time in corporate yes bi-weekly
Notes	owns own AMC don't require min wage fixed LO comp plan	no internet, telemarketing or niche shops EPD passed to whoever has the underwriter portfolio jumbo, CTP, land, bridge, lot, HELOC loans