

Goals: Higher commissions – Deals that fit the Credit Box.

Let's work together and achieve THE goals.

The Broker Bonus Program:

Designed to pay you higher commissions in return for deals that fit the Credit Box.

- If **volume** is what we fund your clients – you get a high bonus (.67% more)
- If **quality** is what we fund your clients – you get a higher bonus (.75% more)
- If **quality** and **volume** is what we fund – you get the highest bonus (**up to 2.00% more**)

L2B ¹(Approval and Look-to-Book ratios are figured via the number of deals approved or funded divided by total apps submitted)

Standard Broker Commissions	7%	5%	4%	3%
\$ Amount Paid to Vendor:	Up to \$25,000	>\$25,000 - \$75,000	>\$75,000 - \$125,000	>\$125,000

Add Bonuses to the standard Commissions for all OUR Brokers!

Broker Bonus Extra – Tier 1 (the Goal for start-up Brokers) Paid Annually, January 31st.

Submit 25 apps annually and fund \$75,000 - \$119,999 for 3 of 4 quarters with a 12% L2B¹
Amount awarded, in January, is a **0.50%** bonus of total new business funded

Broker Bonus Plus – Tier 2 (Paid Quarterly)

Award levels based-on three primary quarterly performance metrics related to new business

Bronze - \$120,000 - \$299,999 funded with 13% L2B¹ = **0.67%** Bonus (Per Quarter)

Silver - \$120,000 - \$299,999 funded with 35% Apps Approval rate = **0.75%** Bonus (Per Quarter)

Gold - \$120,000 - \$299,999 funded, 30 plus Apps and 16% L2B¹ = **1.00%** Bonus (Per Quarter)

Broker Bonus Pro – Tier 3 (Paid at funding for each new deal) ** (2 options to Shoot for)

Calculated at End of each Month

- After reaching **\$300,000** funded in Current Year **0.50%** increase
- After reaching **\$350,000** funded in Current Year w/a 35% App approval **0.80%** increase
- Tier 3 is eligible for Tier 2 Bonuses - for up to a total of **1.80%** in additional commissions

Broker Bonus Preferred – Tier 4 (Paid at funding for each new deal)

1. Determined annually (January 31st) based on previous calendar year's Performance
2. Must have funded >\$800,000 in the previous year
3. Continued eligibility for Tier 2 Bonuses (see criteria above)
4. Each new deal earns an additional Point (1%) to Broker Commission when funded
5. Top 5 Brokers in volume: Invitation to Broker Weekend, Jackson, WY & Priority Servicing

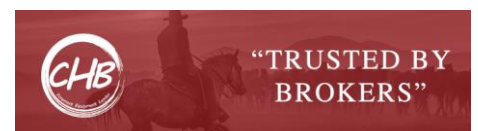
Tier 3 or Tier 4 can qualify for Tier 2 – to get the MAX additional commissions

Combining Tier 3 or Tier 4 with Tier 2 Gold has its Perks – up to 2% more in commissions

- Earn up to 2 more points on each deal – to boost your bottom line.

To develop a plan to exceed **YOUR** 2022 goals, Call Kit – 307.241.7005

Email – kwest@chbef.com



Tier 1 Extra Fund

\$75,000 - \$119,999
A Quarter For at least
3 of 4 quarters
In Current Year
With a L2B of 12%
(L2B = deals funded/deals sent)

Receives A

0.50%

Commission Bonus
Paid Annually
January 31st

Tier 2 Plus Fund

\$120,000 - \$299,999
A Quarter

With a L2B of 13%
(L2B = deals funded/deals sent)

Receives The Bronze Bonus

0.67%

With a 35%
App Approval Rate
Receives The Silver Bonus

0.75%

With a 16% L2B
& 30 Apps Minimum a ¼

Receives The Gold Bonus

1.00%

Tier 2
Commission Bonus
Are Paid Quarterly

Tier 3 Pro
After Funding
\$300,000

In The Current Year
You Receive A

0.50%

After Funding
\$350,000

In The Current Year
With a 35%
App Approval Rate
You Receive A

0.80%

Tier 3 Commission
Bonuses Are Paid On
Every Deal After
Hitting Target

Tier 2
Bonuses
Are Added
To Tier 3
To Earn Up To
1.80%

In Additional Total
Commissions

Tier 4
Preferred
After Funding
\$800,000

In the Previous Year
Receive A

1.00%

Commission Bonus
On Every Deal
Funded The
Following Year

Tier 2
Bonuses
Are Added
To Tier 4
To Earn Up To
2.00%

In Additional
Commissions

Top 5 Brokers, In
Volume, From
Previous Year

Also Earn

- 1.) Preferred Services
- 2.) Broker Weekend

Jackson
Wyoming



“TRUSTED BY
BROKERS”