

Goals: Higher commissions – Converting Approved Deals.

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)

Conversion Rate¹ – Ratio of Funded Deals to Approved Deals

Regular Broker Commissions	4%	7%	5%	4%	3%
\$ Amount Paid to Vendor:	<\$15k	>\$15k-\$25K	>\$25k-\$75K	>\$75k-\$125K	>\$125k

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 Credit Apps annually and fund \$75,000 - \$119,999 for 3 of 4 quarters with a 50% Conversion¹ - Amount awarded, in January, is a **0.50%** bonus of total NBV funded

Broker Bonus Plus – Tier 2 (Paid Quarterly)

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

Bronze > \$120,000+ funded w/50% Conversion¹ = **0.67%** Bonus (Per ¼)

Silver > \$120,000+ funded w/58% Conversion¹ = **0.75%** Bonus (Per ¼)

Gold > \$120,000+ funded, 30+ Credit Apps w/66% Conversion¹ = **1.00%** Bonus (Per ¼)

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

Calculated at the End of each Month

- After funding **\$300,000** of NBV in Current Year earn **0.50%** increase
- After funding **\$350,000** of NBV in Current Year w/60% Conversion¹ earn **0.80%** increase
- Tier 3 is eligible for Tier 2 Bonuses - 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. Fund >\$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, Wyoming & 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** goals, Contact CHB Business Development/Broker Relations Kit West – 307.241.7005 // kwest@chbef.com



Tier 1 Extra Fund

\$75,000 - \$119,999 per Quarter for 3 of 4 quarters in the Current Year
With a 50% Conversion Rate

and Receive a

0.50%

Commission Bonus Paid Annually in January

Tier 2 Plus Fund

\$120,000 or more per Quarter

With a 50% Conversion Rate and Receive the Bronze Bonus

0.67%

With a 58% Conversion Rate and Receive the Silver Bonus

0.75%

With a 66.7% Conversion Rate and Receive the Gold Bonus

1.00%

Tier 2
Commission Bonus is Paid Quarterly

Tier 3 Pro

After Funding

\$300,000

In the Current Year
You Receive

0.50%

After Funding

\$350,000

In the Current Year with a 60% Conversion Rate
You Receive

0.80%

Tier 3 Commission Bonuses are Paid on Each new Deal after Hitting the 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

The Top 5 Brokers in NBV from the Previous Year

Also Earn

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

Mountains of Wyoming

