



Right Loan. Right Decision.

Right Start Mortgage.

RIGHT START MORTGAGE BRANCHING

The Branch compensation is calculated by maintaining an individual profit center for the Branch's earnings from closed loans. The Branch Profit Centers are defined as a centralized accounting of revenue and expenses generated by the Branch. The Branch's revenue is based on every dollar earned on the transaction.

We underwrite and fund our loans in the capacity of a National Mortgage Lender. As a large volume National Lender we receive a pricing premium compared to the largest National Lenders and Banks.

RIGHT START MORTGAGE retains 30% basic points of the loan amount or \$995.00 per loan; this is decided at the time the contract is signed. RIGHT START MORTGAGE also provides processing services at an additional cost of \$595.00 per loan for processing the loan from start to finish. After subtracting the fees and any other hard costs associated with the transaction, the remaining revenue is allocated to the Branch's Profit Center. A disbursement authorization is submitted by the manager of the Branch to pay expenses, salaries, and commissions.

The majority of our competitors are Mortgage Brokers selling loans to National Lenders like RIGHT START MORTGAGE. They advertise 100% commissions for their Branch managers or independent loan agents. They provide their Branches and/or loan agents with an in-house rate sheet that they create by adding their profit margin to the price they receive from their National Lenders or correspondent investors. They may be giving you 100% commission off their rate sheet but you are not seeing 100% of the total revenue on the loan. The margin they add to their rate sheet will always be a variable they can adjust. Pricing usually fluctuates by their capacity to handle the influx of loan production. When mortgage production increases the pricing will usually suffer. As a National Lender our Branches receive all the revenue earned on the transaction.