



## LENDER PAID COMPENSATION AGREEMENT AND FORM

Under the amendments to Regulation Z, 12 C.F.R. 226.36, you will be compensated by Right Start Mortgage ("RSM") or the borrower(s), but not by both on the same transaction.

Upon the submission of your loan to RSM, we will require the completion of a compensation selection form that confirms the choice of lender paid compensation or borrower paid compensation.

For lender paid compensation, you will be able to make the following compensation selections:

1. Compensation based on a percentage of the loan amount for each loan, and/or;
2. A set minimum and maximum dollar amount of compensation;

Once the lender paid compensation agreement is made between you and RSM, the compensation selection will apply to all Lender Paid mortgage loans submitted to RSM. The compensation agreement will remain in effect until RSM receives and approves a written request to change the compensation schedule. Compensation changes can only be requested every 90 days. Exceptions to the 90-day rule may be submitted but will be subject to RSM approval.

A request to change the compensation schedule must be provided to RSM at least 2 business days before the start date of the next month and in evaluating such a request, RSM will review various factors, including and without limitation, loan performance, loan volume, and market conditions.

Borrower paid compensation will be negotiated between you and the borrower.

The amendments to Regulation Z prohibit steering borrower(s) to close transactions that will result in greater compensation, unless it is in the borrower's interest. To facilitate compliance, the rule provides for and RSM requires that you comply with the safe harbor provision by presenting loan options to the borrower for each mortgage loan. The loan options must be provided in compliance with TILA, Reg. Z. You will be required to document compliance with the safe harbor provision by providing a completed Consumer Loan Options/Anti-Steering Disclosure, or a comparable document from another LOS system.

Company Name: \_\_\_\_\_

Broker Owner Name: \_\_\_\_\_

Applicable offices:     Corporate                       Specific Branch(s)                       All Offices

Broker IDs: \_\_\_\_\_

(Please include all branch broker IDs to be included. Offices/branches in the same state must have the same compensation plan.)

Broker Address: \_\_\_\_\_

City, State and Zip: \_\_\_\_\_, \_\_\_\_\_ \_\_\_\_\_



For all applications where Broker will be compensated directly by Right Start Mortgage under a lender paid compensation selection, Broker requests payment according to the following compensation schedule:

**LENDER COMPENSATION DESIGNATION (SELECT ONE)**

Please indicate by choosing one box. The first box allows choosing in .125% increments up to 2.75%

\_\_\_\_\_  1.00%     1.25%     1.50%     1.75%     2.00%     2.50%  
(Other)

Minimum Revenue Amount \$ \_\_\_\_\_ Maximum Revenue Amount \$ \_\_\_\_\_ Additional Amount \$ \_\_\_\_\_

(note: if any amount above 2.5% is chosen, then no Additional Amount will be allowed.)

By signing below, Broker agrees to the following:

- Broker will pay loan officer(s) in compliance with the loan originator compensation rules and applicable law.
- Should RSM identify that Broker’s compensation or negotiated fees exceed applicable law, such compensation, fee or fees may be reduced, without notice to the Broker, to achieve levels which do comply, to a maximum reduction of \$500. Any such amount exceeding \$500 will require Broker’s specific approval in writing.
- RSM may fund a loan and may temporarily withhold the Broker’s compensation until all funding conditions have been met.
- Broker agrees to retain records of loan originator compensation for a period of five (5) years and make such records available to RSM upon request.
- Broker understands that the compensation option selected above shall apply to all loans and continue until amended in writing as permitted by RSM.
- Broker represents and warrants that signer has the authority to sign this document on behalf of the company listed above.

If a change is requested, provide a detailed explanation for the change. All changes are subject to RSM approval.

\_\_\_\_\_  
Broker Authorized Agent Printed Name Title

\_\_\_\_\_  
Signature Date

For approved Brokers please complete, sign and email this form to: [brokerapproval@rightstartmortgage.com](mailto:brokerapproval@rightstartmortgage.com)

NOTE: Broker Compensation Plans that are being submitted for change must be submitted by noon (PST) 2 business days prior to the first of the month and will apply to all loans submitted after the execution date of this agreement.