

Broker Compensation Policy

WMB's goal is to develop a regulatory compliant program that fairly and properly compensates our Brokers. WMB offers two types of broker compensation: Borrower-Paid and Lender-Paid.

BORROWER (BPC) AND LENDER (LPC) PAID BROKER COMPENSATION

| Borrower-Paid Compensation | Lender-Paid Compensation |
|---|---|
| All compensation is negotiated between the Broker and the borrower. The Compensation Plan can vary from loan to loan. | WMB & Broker agree upon the compensation, which could be a dollar amount, percentage, or a combination. The Compensation Plan CANNOT vary from one loan to the next. |
| Premium Pricing (over par pricing) can be used to pay toward Borrower's 3 rd party charges, but CANNOT be credited towards any portion of the Broker's Compensation. | Any Premium Pricing (over par pricing) MUST BE credited toward the Borrower's 3 rd party charges or WMB fees. This credit CANNOT exceed the total of the 3 rd party charges and WMB fees. |
| Broker may reduce if needed for compliance reasons. | Broker CANNOT reduce their compensation on a transaction to correct violations. |
| A processing fee is allowed to be charged by the Broker. | Broker is not allowed to charge a processing fee to the borrower. |
| Seller concessions can be applied to Borrower-Paid Compensation. | Seller concessions CANNOT be used to pay Lender-Paid Compensation. |

Lender-Paid

1. The Broker receives compensation directly from the Lender at a pre-determined level that can be adjusted on a monthly basis.
2. The level of compensation paid by WMB will remain constant for one month at a time.
3. Compensation will be consistent for all branches and determined by the main office.
4. Brokers will not be permitted to credit any portion of their compensation to the Borrower.
5. All third-party costs must be paid by the Borrower in cash, financed into the loan amount, or via credit for premium pricing based on the interest rate chosen.
6. Broker agreed compensation will be the only amount paid to the Broker. Additional fees for processing, application, etc. will not be paid to the Broker.
7. If using a contract processor with WMB number, Broker is allowed to charge a processing fee that will be paid out at closing by escrow. Outsourced processing must be done by an independent third party, with no broker ownership.
8. The Broker cannot lower his/her compensation under the Lender Paid Plan.

Borrower-Paid

1. The Broker will negotiate with the Borrower to determine the amount of compensation that will be paid.
2. The premium credit given to the Borrower based on the interest rate selected may not be used to pay the Broker compensation but may be used for bona fide closing costs.
3. The Broker may give credit to cover other closing costs under the Borrower paid compensation model.
4. Seller contribution can be utilized to pay negotiated Broker compensation.
5. The amount of compensation may vary on a loan-by-loan basis, but it must remain within WMB's Fair and Responsible lending parameters.
6. The Broker can reduce the amount of compensation.

*****Broker may change from one compensation plan to another if there is benefit to the Borrower*****