



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 1 – Lender Paid Compensation with premium pricing above Broker Compensation.

GFE Box	Origination Charge	Amount
1	Broker Compensation from Lender	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	Additional Compensation	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	-\$2,000.00
2	Lender Credit to Borrower	-\$500.00
2	Discount from Borrower to Lender	
2	TOTAL FOR BLOCK 2	-\$2,500.00
A	TOTAL FOR BLOCK A	\$325.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input checked="" type="checkbox"/> You receive a credit of \$ [2,500.00] for this interest rate of [5.000] %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ [] for this interest rate of [] %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	-\$2,500.00
A Your Adjusted Origination Charges	\$ 325.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Lender Credit to Borrower = 100.50 or \$500.00

In this scenario the loan is locked at a higher premium than the Broker Compensation Plan allows. The Lender Credit may be applied to any closing costs.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 100.500	Escrow Waiver:
Broker Compensation from Lender: 2,000	In Dollars: \$ 500.00
	In Dollars: \$ 2,000.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 2 – Lender Paid Compensation with premium pricing above Broker Compensation with Additional Compensation

GFE Box	Origination Charge	Amount
1	Broker Compensation from Lender	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	Additional Compensation	\$500.00
1	TOTAL FOR BLOCK 1	\$3,325.00
2	Broker Compensation from Lender	-\$2,000.00
2	Lender Credit to Borrower	-\$500.00
2	Discount from Borrower to Lender	
2	TOTAL FOR BLOCK 2	-\$2,500.00
A	TOTAL FOR BLOCK A	\$825.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$3,325.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of <input type="text"/> % is included in "Our origination charge." (See item 1 above.) <input checked="" type="checkbox"/> You receive a credit of \$ <input type="text" value="2,500.00"/> for this interest rate of <input type="text" value="5.000"/> %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ <input type="text"/> for this interest rate of <input type="text"/> %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	-\$2,500.00
A Your Adjusted Origination Charges	\$ 825.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Lender Credit to Borrower = 100.50 or \$500.00
 Additional Lender Compensation = \$500.00

In this scenario the loan is locked at a higher premium than the Broker Compensation Plan allows. The Lender Credit may be applied to any closing costs.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 100.500	Escrow Waiver:
Broker Compensation from Lender: 2,000	In Dollars: \$ 500.00
	In Dollars: \$ 2,000.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 3 – Lender Paid Compensation with premium pricing below Broker Compensation.

GFE Box	Origination Charge	Amount
1	Broker Compensation from Lender	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	Additional Compensation	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	-\$2,000.00
2	Lender Credit to Borrower	\$500.00
2	Discount from Borrower to Lender	
2	TOTAL FOR BLOCK 2	-\$1,500.00
A	TOTAL FOR BLOCK A	\$1,325.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of <input type="text"/> % is included in "Our origination charge." (See item 1 above.) <input checked="" type="checkbox"/> You receive a credit of \$ <input type="text" value="1,500.00"/> for this interest rate of <input type="text" value="5.000"/> %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ <input type="text"/> for this interest rate of <input type="text"/> %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	-\$1,500.00
A Your Adjusted Origination Charges	\$ 1,325.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Lender Credit to Borrower = 99.50 or -\$500.00

In this scenario the loan is locked at a lower premium than the Broker Compensation Plan allows. The Lender Credit may be applied to any closing costs.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 99.500	Escrow Waiver:
Broker Compensation from Lender: 2.000	In Dollars: \$ -500.00
	In Dollars: \$ 2,000.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 4 – Lender Paid Compensation with discount pricing.

GFE Box	Origination Charge	Amount
1	Broker Compensation from Lender	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	Additional Compensation	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	-\$2,000.00
2	Lender Credit to Borrower	
2	Discount from Borrower to Lender	2,500.00
2	TOTAL FOR BLOCK 2	\$500.00
A	TOTAL FOR BLOCK A	\$3,325.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input type="checkbox"/> You receive a credit of \$ [] for this interest rate of [] %. This credit reduces your settlement charges. <input checked="" type="checkbox"/> You pay a charge of \$ <u>500.00</u> for this interest rate of <u>5.000</u> %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	\$500.00
A Your Adjusted Origination Charges	\$ 3,325.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Discount to Michigan Mutual = 97.50 or \$2,500.00

In this scenario the loan is locked at a discount. Which means that the price including the Broker Compensation Plan is below par or 100.000. The discount points are paid directly to Michigan Mutual.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 97.500	Escrow Waiver:
Broker Compensation from Lender: 2.000	In Dollars: \$ -2,500.00
	In Dollars: \$ 2,000.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 5 – Borrower Paid Compensation with premium pricing.

GFE Box	Origination Charge	Amount
1	Origination Fee	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	3 rd Party Processing Fee	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	
2	Lender Credit to Borrower	-\$2,500.00
2	Discount from Borrower to Lender	
2	TOTAL FOR BLOCK 2	-\$2,500.00
A	TOTAL FOR BLOCK A	\$325.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input checked="" type="checkbox"/> You receive a credit of \$ [2,500.00] for this interest rate of [5.000] %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ [] for this interest rate of [] %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	-\$2,500.00
A Your Adjusted Origination Charges	\$ \$325.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Lender Credit to Borrower = 102.50 or \$2,500.00

In this scenario the loan is locked at a premium. The borrower pays Broker Compensation and the Lender Credit may be applied to any closing costs, except Broker Compensation.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 102.500	Escrow Waiver:
Broker Compensation from Lender: 0.000	In Dollars: \$ 2,500.00
	In Dollars: \$ 0.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 6 – Borrower Paid Compensation with discount pricing.

GFE Box	Origination Charge	Amount
1	Origination Fee	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	3 rd Party Processing Fee	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	
2	Lender Credit to Borrower	
2	Discount from Borrower to Lender	-\$1,500.00
2	TOTAL FOR BLOCK 2	-\$1,500.00
A	TOTAL FOR BLOCK A	\$4,325.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input type="checkbox"/> You receive a credit of \$ [] for this interest rate of [] %. This credit reduces your settlement charges. <input checked="" type="checkbox"/> You pay a charge of \$ <u>1,500.00</u> for this interest rate of <u>5.000</u> %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	\$1,500.00
A Your Adjusted Origination Charges	\$ 4,325.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00
 Discount to Michigan Mutual = 98.50 or \$1,500.00

In this scenario the loan is locked at a discount. The borrower pays Broker Compensation and the discount is paid to the Michigan Mutual.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 98.500	Escrow Waiver:
Broker Compensation from Lender: 0.000	In Dollars: \$ -1,500.00
	In Dollars: \$ 0.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



BROKER COMPENSATION - GFE SCENARIO'S

GFE Scenario 7 – Borrower Paid Compensation at par pricing.

GFE Box	Origination Charge	Amount
1	Origination Fee	\$2,000.00
1	Michigan Mutual Underwriting Fee	\$775.00
1	4506 Fee (\$50.00 per borrower)	\$50.00
1	3 rd Party Processing Fee	
1	TOTAL FOR BLOCK 1	\$2,825.00
2	Broker Compensation from Lender	
2	Lender Credit to Borrower	
2	Discount from Borrower to Lender	
2	TOTAL FOR BLOCK 2	\$0.00
A	TOTAL FOR BLOCK A	\$2,825.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$2,825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input checked="" type="checkbox"/> You receive a credit of \$ [0.00] for this interest rate of [5.000] %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ [] for this interest rate of [] %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	\$0.00
A Your Adjusted Origination Charges	\$ 2,825.00

Loan Amount = \$100,000.00
 Broker Compensation = 2.00 or \$2,000.00

In this scenario the loan is locked at par or 100.00. The borrower pays Broker Compensation. There are no credits or charges from pricing in this transaction.

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 100.000	Escrow Waiver:
Broker Compensation from Lender: 0.000	In Dollars: \$ 0.00
	In Dollars: \$ 0.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



CORRESPONDENT COMPENSATION – GFE SCENARIO'S

GFE Scenario 8 – Correspondent with premium pricing.

GFE Box	Origination Charge	Amount
1	Correspondent Origination Fee	\$0.00
1	Correspondent Underwriting Fee	\$775.00
1	Correspondent 4506 Fee (\$50.00 per borrower)	\$50.00
1	3 rd Party Processing Fee	
1	Any Correspondent Fees (Processing, Funding, Admin, etc...)	
1	TOTAL FOR BLOCK 1	\$825.00
2		
2	TOTAL FOR BLOCK 2	0.00
A	TOTAL FOR BLOCK A	\$825.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$825.00
2. Your credit or charge (points) for the specific interest rate chosen <input checked="" type="checkbox"/> The credit or charge for the interest rate of 5.000 % is included in "Our origination charge." (See item 1 above.) <input type="checkbox"/> You receive a credit of \$ [] for this interest rate of [] %. This credit reduces your settlement charges. <input type="checkbox"/> You pay a charge of \$ [] for this interest rate of [] %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	
A Your Adjusted Origination Charges	\$ 825.00

Loan Amount = \$100,000.00

Lender Compensation = 102.50 or \$2,500.00

In this scenario the loan is locked at a premium. The Lender pays the Correspondent Compensation. Any fee can be charged to the customer, Origination fee, processing, admin, application, funding, etc...

Correspondent is paid by lender outside of the HUD-1

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 102.500	Escrow Waiver:
Broker Compensation from Lender: 0.000	In Dollars: \$ 2,500.00
	In Dollars: \$ 0.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	



CORRESPONDENT COMPENSATION – GFE SCENARIO'S

GFE Scenario 9 – Correspondent with discount pricing.

GFE Box	Origination Charge	Amount
1	Correspondent Origination Fee	\$0.00
1	Correspondent Underwriting Fee	\$775.00
1	Correspondent 4506 Fee (\$50.00 per borrower)	\$50.00
1	3 rd Party Processing Fee	
1	Any Correspondent Fees (Processing, Funding, Admin, etc...)	
1	TOTAL FOR BLOCK 1	\$825.00
2	Discount from Borrower to Correspondent	-\$1,500.00
2	TOTAL FOR BLOCK 2	-\$1,500.00
A	TOTAL FOR BLOCK A	-\$675.00

Your Adjusted Origination Charges	
1. Our origination charge This charge is for getting this loan for you.	\$825.00
2. Your credit or charge (points) for the specific interest rate chosen <input type="checkbox"/> The credit or charge for the interest rate of [] % is included in "Our origination charge." (See item 1 above.) <input type="checkbox"/> You receive a credit of \$ [] for this interest rate of [] %. This credit reduces your settlement charges. <input checked="" type="checkbox"/> You pay a charge of \$ 1,500.00 for this interest rate of 5.000 %. This charge (points) increases your total settlement charges. The tradeoff table on page 3 shows that you can change your total settlement charges by choosing a different interest rate for this loan.	-1,500.00
A Your Adjusted Origination Charges	\$ -\$675.00

Loan Amount = \$100,000.00
 Lender Compensation = - \$1,500.00
 Borrower pays discount to Correspondent = \$1,500.00

In this scenario the loan is locked at a discount. The Lender pays the Correspondent Compensation. Any fee can be charged to the customer, Origination fee, processing, admin, application, funding, etc...

Correspondent is paid by lender outside of the HUD-1

Snapshot from MMI Rate Lock Form

Base Loan Amount: \$ 100,000.00	Total Loan Amount: \$ 100,000.00
Sales Price:	LTV: 80.000%
Appraised Value: \$ 120,000.00	CLTV: 80.000%
Rate Lock Information:	
Lock Date/Time: 04/01/2011	Locked By: Michigan Mutual
Lock Term: 30	Rate Sheet Number:
Lock Expiration Date: 04/30/2011	
Loan Program : FHA 30YR FIXED	Interest Rate: 5.000%
Lender Credit to Borrower: 98.500	Escrow Waiver:
Broker Compensation from Lender: 0.000	In Dollars: \$ -1,500.00
	In Dollars: \$ 0.00
Credit/Compensation reflected on final HUD-1 will be paid based on the total loan amount including MIP	