



# Loan Officer Compensation Questionnaire

Account Executive \_\_\_\_\_

Broker Name \_\_\_\_\_

**Please complete the following questions by circling YES or NO**

1. Are you paying your Loan Originators based on a percentage of the loan amount?  
& will this percentage vary loan by loan?  
**YES NO** If **NO** are you paying a fixed dollar amount per loan? **YES NO**
2. Are you paying your Loan Originators based on the consumers credit score?  
**YES NO**
3. Are you paying your Loan Originators based on the amount of fees collected on a loan?  
**YES NO**
4. Are you paying your Loan Originators based on interest rate or APR of the loan?  
**YES NO**
5. Are you paying your Loan Originators based on the loans LTV?  
**YES NO**
6. Are you paying your Loan Originators based on a pre-payment penalty or other specifics  
to that loan?  
**YES NO**
7. Are your Loan Originators paid based on the existence of mortgage insurance in  
connection with the loan?  
**YES NO**
8. Are your Loan Originators paid based on the loans Community Reinvestment Act  
eligibility?  
**YES NO**
9. Are you paying your Loan Originators based on loan profitability?  
**YES NO**
10. Are you paying your Loan Originators based on loan type such as i.e.  
First Lien Mortgage, second liens, FHA/VA/USDA, purchase, refinances?  
**YES NO**
11. Are you paying your producing managers commission on their LO's production?  
**YES NO N/A**



I attest to the authority to sign on behalf of \_\_\_\_\_

To certify that effective April 1, 2011 we will not pay our Loan Originators any compensation based on any term or condition of a loan, or a proxy for a term or condition of any kind on any loans.

Broker's Legal Entity Name:

\_\_\_\_\_

Executed on this day of \_\_\_\_\_, 2011

By \_\_\_\_\_

Print Name \_\_\_\_\_

Title \_\_\_\_\_