



## Referral agent compensation plan: Get paid for your referrals

### Plan 1: Business funding only (SBA business loans)\*

Loan Amounts	Cash Efectivo	Cash MCA, EF, RBF Business Financing	Incentives** Travel, Amazon, etc. (estimate) Incentivos	Total
<b>1% to 2%</b>	<b>1%</b>	<b>2%</b>		
50,000	500		125	625
100,000	1000		250	1250
150,000	1500		375	1875
200,000	2000		500	2500
250,000	2500		625	3125
300,000	0	6000	0	6000
350,000	0	7000	0	7000
400,000	0	8000	400	8400
500,000	0	10000	400	10400

\*SBA have limits on percent earned due to regulations and our internal policy.

\*\*SBA business loans, we pay .500% only on a referral only deal

Our average business loan is between \$100,000 to \$150,000

\*\*Please refer to agreement on incentives: incentives may be paid in cash or gift certificates Amazon, Travel or other.

\*\*Incentives are not guaranteed and are subject to change at any time, in the sole discretion of the company. Actual incentive amounts may vary from month to month and may be higher or lower than the amounts reflected in this table.

Plans can change at any time or discontinued. If this occurs you will be notified.

### Plan 2: Investment property or Commercial Real Estate Loans

Loan Amounts	Cash Efectivo	Incentives** Travel, Amazon, etc. (estimate) Incentivos	Total
	<b>1.00%</b>		
200,000	2000	250	2250
300,000	3000	375	3375
400,000	4000	500	4500
500,000	5000	625	5625
600,000	6000	750	6750
1,000,000	10000	1250	11250
2,000,000	20000	2500	22500
3,000,000	30000	3750	33750

Average mortgage is \$300,000 to \$400,000.