



TPO AE COMPENSATION for FACo Loans

	Rental Products		Short-Term Loans
	Single Rental	Portfolio Rental	Fix & Flip / Bridge / New Construction
TPO AE Compensation	25 bps	0	25 bps

Effective 02.14.19

1. How much are TPO AEs compensated for their FACo loans for their Broker/LO referrals?

TPO Account Executives will receive 25 bps per property loan closed, originated, or referred by a TPO Broker/LO, except on Portfolio loans.

Compensation example:

SRL Loan Amount: \$500,000 **TPO AE Receives:** \$1,250 (25 bps)

F&F Loan Amount: \$500,000 **TPO AE Receives:** \$1,250 (25 bps)

2. Does this compensation plan apply to all products?

TPO AE Compensation will be paid for the following funded loan types: SRL (DSCR), Fix & Flip, Bridge, and New Construction.

- **Portfolio loans are not eligible for compensation.**
- There is no compensation earned or paid on Commercial Exposure Limit (LOC) Approvals.

3. How are broker/referral fees determined on FACo loans?

- The FACo Sales Rep (FMS) and referred TPO Broker/LO will discuss the requested loan level compensation for each borrower.
- Guidance will be provided by the FACo FMS to the TPO Broker/LO as to what fees should be charged; this will vary by market and investor experience.

4. How are FACo fees determined on each loan?

- FACo Lender Origination Fees, Interest Rates, and Loan Terms vary by product, investor experience, and the loan details.
- The desired compensation paid to the Broker will be in addition to the FACo base origination fee & pricing.

5. Are there FACo & FAM TPO Accounts, where FACo Sales Reps. (FMS, BDD, IAE) already have existing, and productive relationships with a Broker/LO(s) for the Commercial products?

Yes. In these instances, the FAM TPO AE will not be compensated on Fundings where these established relationships exist. However, in these same Accounts, where the FAM TPO AE has established additional Broker/LO(s) relationships, these LO Contact name will be noted, and the FAM TPO AE will receive credit for each of these fundings.

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6. Where can I see a detail of compensation for FACo funded loans?

The Payroll Transaction Details report can be found in Compensafe and is posted after the close of each Production Month (meaning after month-end).

This report will reflect commissions owed and paid for FACo closed loans.

- This report can be found under – REPORTS in Compensafe, under the Payroll Transaction Details.
- Click on the Description field to filter the report.

Show entries

Search:

Br #	Loan Br #	Cost Ctr	Appl	Emp #	Employee	Loan #	Borrower	Payable On Date	Effective Date	Pay Type	Adj Type	Description	D/C	Pay Date	Amount
Wholesale									05/05/2022	Commission	Commission Adjustment	25 bps on april commercial production	Credit	05/15/2022	\$6,618.78

