



MEMBER HOME LOAN REALTOR CASH REBATE REFERRAL PROGRAM

◆ What is the Realtor Cash Rebate Referral Program:

Local real estate agents will be identified to work with applicable Credit Unions to create a referral system among members. Members will have access to these realtors through the Member Home Loan website. When looking for a home, members will have access to identify local realtors that are currently working with Member Home Loan (MHL). Each real estate agent will be assigned a specific zip code referenced to a specific part of town.

◆ What is the benefit to the Credit Union?

Members will locate realtors from the Credit Union's website (through the Member Home Loan link) and identify realtors in the area. The Realtors will offer cash back at closing to members, which will drive new referral business for mortgage loans as well as general membership.

◆ What is the benefit to the Realtor?

Real estate agents will be offered access to Credit Union members through our website, through organized Credit Union functions and through approved marketing efforts. Each participating realtor's information will be listed on our website. Business should increase on all sides, increasing the number of closed loans, sold homes, and mortgages held by Member Home Loan.

◆ How will the Realtors be selected?

All real estate agents must be licensed real estate agents sponsored by applicable brokers. MHL will be responsible for checking the current licensing status for each participating real estate agent initially, and on an ongoing basis. Brokers as well as agents must agree ahead of time to the promotion and will sign a contract including privacy for our members, no un-approved unsolicited marketing materials or calls and agree to a specified cash back amount.

◆ How much will each member get back at closing?

Sales Price:	Cash Rebate:
\$0 - \$49,999	\$250
\$50,000 - \$99,999	\$500
\$100,000 - \$149,999	\$750
\$150,000 - \$199,999	\$1,000
\$200,000 - \$249,999	\$1,250
\$250,000 - \$299,999	\$1,500
\$300,000 & UP	\$1,750

◆ Is giving a cash rebate to members at closing legal?

Yes, real estate agents can specify a part of their commission to be paid to the borrower at closing. As long as the money is disclosed on the HUD-1, not given as help to qualify for the home and not given as payment for buying the property it is legal and done quite often. The money can be used as a credit for closing costs or pre-pays, such as interim interest, taxes, HOA fees or insurance. It can not be used to qualify the borrower.

◆ How will the real estate agents be selected?

Member Home Loan will identify all real estate agents to work with including individual agents, as well as brokers. Any referrals identified from the Credit Union should be brought to the attention of the MHL staff.

◆ What will happen if the member does not get paid their cash rebate at closing?

Since the majority of closings will be closed by MHL we will have the opportunity to review each contract and subsequently, the HUD-1 prior to closing to catch any errors. If for any reason the amount is not paid to the members then it is the real estate agents responsibility to pay them the money and rectify the problem.

Unfortunately, since we are a third party and due to RESPA laws we cannot step in if the realtor defaults and pay the member under any circumstances. This is why it is very important that we select reputable real estate agents.

◆ Will the member still be allowed to get the Realtors referral even if they don't close with MHL?

Yes, we cannot require the member to finance their home with MHL to be eligible for the program.

◆ Will the member be eligible for the cash rebate program if the CU does not accept the loan and the loan is brokered through one of MHL's other lenders?

Yes, the relationship between the member and the real estate agent is in place regardless of who the member uses for financing or what type of loan program they are using.

◆ What types of properties are eligible for the cash back referral program?

Any type of property on a purchase transaction, using a participating residential or commercial realtor is eligible.

◆ What does the Realtor need to do to get started on this program start?

As soon the Realtor returns the attached Information form, their information will be added to our website with 48 hours.

CALL US FOR MORE INFORMATION 832.912.2151
WWW.MEMBERHOMELoAN.COM



REALTOR CASH REBATE REFERRAL PROGRAM REALTOR SIGN UP FORM

Name (Participating Realtor's Full Name): _____

Business Address

Please list 3 zip codes where you would like a search engine to work off of to identify you within our system:

Phone: _____

Fax: _____

Email: _____

Company Name: _____

Please fax or email this information as well as a picture of yourself to
Kimberly Haggerty at khaggerty@cuac.net or 832.550.2713 (fax).

By completing and returning this form you are giving your approval to participate in the Realtor Referral Program, including being added to the Member Home Loan website.

QUESTIONS? CALL 832.912.2151 FOR MORE INFORMATION
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