



Dear Lending Partner,

Thank you for your interest in partnering with American Financial Resources, Inc. (AFR). It is our pleasure to introduce the variety of ways you can deliver transactions to AFR. As an approved lending partner, you will be able to conduct business through one (or more) of our lending channels. You may elect to register through multiple channels, as determined by your business model. If you choose to register through multiple lending channels, the choice of how to complete each transaction is completely up to you, and can be made on a loan-level basis.

**Please place a check mark next to each lending channel you would like to register for. In order to better assist you, please indicate which products you would like to deliver through the lending channels selected.**

Thank you for partnering with AFR. If you have any questions, please contact your Account Executive or our Client Services Team via email ([ClientServices@afrwholesale.com](mailto:ClientServices@afrwholesale.com)), or by phone (1-866-372-6596). Hours of operation are 9:00 AM – 6:00 PM EDT, Monday - Friday.

We look forward to working with you and building a successful partnership.

Richard Dubnoff,  
CEO



## Lending Partner Defining Roles

Our flexible business relationships give you the freedom to choose your preferred submission method on a loan-level basis. We offer Brokered and Correspondent lending solutions, with a variety of enhancements to simplify the mortgage process.

Please place a check mark next to each lending channel and the products you wish to deliver to AFR.

### Brokered Lending Channel:

We offer two options for Brokered Lending

- Brokered Lending:** This option is a product of AFR, whereby AFR will underwrite, close, and fund each transaction for the Broker client. AFR **WILL NOT** contact the Applicants or 3<sup>rd</sup> parties directly for documentation that is needed to close the transaction; those roles will be performed by the originating party.

Products you wish to deliver through this option:

- VA    FHA    Conventional    USDA

- Brokered Lending with the On-Demand Processing Enhancement:** This option is a product of AFR, whereby AFR will process, underwrite, close, and fund each transaction for the Broker client. AFR **WILL** contact the applicants and 3<sup>rd</sup> parties directly for documentation that is needed to close the transaction.

Products you wish to deliver through this option:

- VA    FHA    Conventional    USDA



### Correspondent Lending Channel:

We have three options for Correspondent Lending:

- Correspondent Table Funded:** This option is a product of AFR, whereby AFR will underwrite the submitted transaction from the Correspondent Table Funding lender. The Correspondent Table Funding lender will close the transaction in their name and AFR will provide the funds at the closing table.

Products you wish to deliver through this option:

- VA    FHA    Conventional    USDA

- Correspondent Non-Delegated:** This option is a product of AFR, whereby AFR will underwrite the submitted transaction from the Correspondent Non-Delegated lender. Once the transaction is fully underwritten and approved by AFR, the Correspondent Non-Delegated lender will close and fund the transaction. AFR will purchase the transaction from the Correspondent Non-Delegated lender once AFR receives all closing and supporting documentation needed. If requested, AFR will send the closing documents to the closing table in the name of the Correspondent Non-Delegated lender.

Products you wish to deliver through this option:

- VA    FHA    Conventional    USDA

- Correspondent Non-Delegated with the On-Demand Processing Enhancement\*:** This option allows the Correspondent to elect to have AFR process and close each transaction on the Correspondent's behalf, utilizing the Correspondent's warehouse provider. The Correspondent may also elect to contact the applicants and 3rd parties directly for documentation that is needed to close the transaction or have AFR do it on their behalf .

Products you wish to deliver through this option:

- VA    FHA    Conventional    USDA

\*this program has associated fees which are determined based on the additional responsibilities requested from AFR. See our rate sheets for further detail.



**Correspondent Delegated:** This option is a product of AFR, whereby the Correspondent Delegated Lender will underwrite, close and fund the transaction. AFR will purchase the closed loans from the Correspondent Delegated Lender once AFR receives all the closing and supporting documentation needed and confirms the transaction meets agency and AFR guidelines.

Products you wish to deliver through this option:

VA    FHA    Conventional    USDA

**Renovation Products (FNMA Homestyle, FHA 203K and FHA 203k Streamline):** In order to deliver these particular loan products to AFR through a Correspondent Delegated Relationship, additional approval criteria must be met. Please note these products cannot be delivered via a 4th party transaction (Correspondent Delegated w/TPO).

**Correspondent Delegated w/TPO:** This option is a product of AFR, whereby a Broker approved by the Correspondent Delegated lender originates the transaction; the Correspondent Delegated lender underwrites, closes, and funds the transaction with the Correspondent Delegated lender's warehouse provider, in the Correspondent Delegated lender's name. AFR will purchase the closed transaction from the Correspondent Delegated lender once AFR receives all the closing and supporting documentation needed, and confirms the transaction meets agency and AFR guidelines.

Products you wish to deliver through this option:

VA    FHA    Conventional    USDA



Now that you have selected the lending channel(s) through which you wish to deliver transactions to AFR, we would like to get you registered to use our Lending Origination Portal, AFR Loan Center. Our secure, web-based portal was built in-house from the ground up, to specifically cater to the needs of our partners. With AFR Loan Center, you will be able to:

- Access your loan pipeline in real time, 24 hours a day, 7 days a week, on your desktop or mobile device
- Monitor AFR, user, and colleague loan activity with real time loan feeds
- Consolidate Broker and Correspondent business into one easy to use portal
- Save loan scenarios for future access
- AFR Loan Center's highly customizable settings allow you to virtually represent your business with flexible permission to effectively manage your team
- Start and re-visit partial Registrations before submitting for the Loan Estimate
- Manage your Compensation Plan (if applicable)

Once your application has been finalized, we require an individual to operate as your Corporate Administrator for the portal. Please indicate below who that individual should be:

First Name	Last Name	Email Address	Phone Number
------------	-----------	---------------	--------------

Your Corporate Administrator will be provided with all the necessary training to ensure you and your team will have the best experience possible. Only authorized individuals can manage your compensation plan. The individual noted above will need to be an authorized signor for the company per the corporate resolution. Additional Administrators may be added to the system, with this permission removed, by the above referenced individual. For more information on what AFR Loan Center has to offer, please ask your Account Executive for access to explore all of its potential benefits for your Company.

By signing below, I certify that the responses in this document are accurate, complete, and current as of this date.

Name	Title
------	-------

Signature of Authorized Signor	Date
--------------------------------	------

Account Executive