

## Program Summary 2016



**Call 888 400-5000**

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***Serving Credit Unions Since  
1986***

	Level A	Level B	FHA/VA Level B
<b>Best Choice If</b>	You want CMI to handle all mortgage functions and provide your members a full product menu of conventional , FHA/VA and jumbo loans at competitive market rates	You want your loan officers to take loan applications from the member and want to provide your members a full product menu of conventional and jumbo loans at competitive market rates	You want to offer FHA and VA products and receive compensation.
<b>Credit Union Functions</b>	<ul style="list-style-type: none"> <li>CU promotes mortgages and refers members to CMI loan officers</li> </ul>	<ul style="list-style-type: none"> <li>CU promotes mortgages and refers members to CU loan officers</li> <li>CU completes loan application in Mortgage Cadence</li> <li>CU assigns loan to CMI out of LOS Workbench</li> </ul>	<ul style="list-style-type: none"> <li>CU promotes FHA and VA mortgages and refers members to CU loan officers</li> <li>CU loan officer completes loan application in CMI FHA or VA site</li> </ul>
<b>CMI Functions</b>	<ul style="list-style-type: none"> <li>CMI loan officer completes loan application</li> <li>CMI staff processes and underwrites mortgage loan</li> <li>CMI closes loan in CU name</li> <li>CMI purchases loan if not kept by CU for portfolio</li> </ul>	<ul style="list-style-type: none"> <li>CMI staff processes, underwrites and closes mortgage loan</li> <li>CMI closes loan in CU name</li> <li>CMI purchases loan if not kept by CU for portfolio</li> </ul>	<ul style="list-style-type: none"> <li>CMI staff processes, underwrites and closes mortgage loan in CMI's name</li> </ul>
<b>Mortgage Cadence Origination Technology</b>	<ul style="list-style-type: none"> <li>CMI provides CU online application center linked to CU main website</li> </ul>	<ul style="list-style-type: none"> <li>CMI provides CU online application center linked to CU main website</li> </ul>	<ul style="list-style-type: none"> <li>CMI provides CU FHA and VA online application center linked to CU main website</li> </ul>
<b>Program Highlights</b>	<ul style="list-style-type: none"> <li>CU has first right of refusal on all loan requests</li> <li>CU receives 50 -125bps participation fee plus 10-25bps tier pay incentive</li> <li>CU pays 125 bps fee to CMI for loans kept for portfolio</li> </ul>	<ul style="list-style-type: none"> <li>CU has first right of refusal on all loan requests</li> <li>CU receives 75-125 bps participation fee plus 10-25bps tier pay incentive</li> <li>CU pays 100 bps fee to CMI for loans kept for portfolio</li> </ul>	<ul style="list-style-type: none"> <li>CU receives 100 bps origination fee</li> </ul>
<b>Loan Servicing with FICS Technology</b>	<ul style="list-style-type: none"> <li>CU can elect to service loans kept for portfolio or can assign to CMI to service</li> <li>CMI services loans sold on secondary market protecting members from financial services solicitation</li> </ul>	<ul style="list-style-type: none"> <li>CU can elect to service loans kept for portfolio or can assign to CMI to service</li> <li>CMI services loans sold on secondary market protecting members from financial services solicitation</li> </ul>	<ul style="list-style-type: none"> <li>CMI or other investor services loans sold on secondary market</li> </ul>