



How do I work with/for Financial Resources (FRA) on Residential Loan Originations?

◆ FRA offers 2 amazing programs for consultants who want to close residential loans. ◆

THE FIRST is our **Independent Consultant Program**. This is our introductory program open to anyone. No prior lending experience or time commitment is required. Here are the required steps:

- A) **Fill out the standard residential loan application form (1003).**
- B) **Have your client sign the credit authorization form.**
- C) **Also include any critical information about the deal that is not asked for in the prior forms.**
- D) **Fax or Email completed forms to Cindy Buckmaster at (918) 294-1913 or cbuckmaster@franh.com. She may be reached at (918) 307-1949 if you have any questions.**
- E) **You will receive a confirmation that we have received the deal within 24 hours. We may also contact you if we have questions or need additional documents.**
- F) **FRA will contact the client with your permission when the loan has been approved.**
- G) **You will be contacted throughout the transaction with the status of the loan.**

*The Independent Consultant receives a flat fee for marketing the FRA brand.
This fee is discussed with you prior to presenting terms to you client.*

THE SECOND is our **Branch Office Program (BOP)**. This program does not require any prior lending experience but does require a time commitment. The branch office candidate must choose residential lending as a primary focus to their current business plan in order to qualify for this program. The BOP offers specialized training and coaching for residential loan origination. In addition to the one-on-one training, the BOP offers online loan submission, customized marketing information including a marketing plan, employee purchase plan for computers and software for CDW and many other benefits.

The BOP member is paid on a 1099 basis or a W2 basis (depending on state law). The member receives a percentage of fees charged for each loan. The program requires a signed, non-compete agreement. See director of branch office development, Jeff Long for compensation details. He may be reached at (918) 307-2003 or by e-mail at: jlong@franh.com.