

11CapitalFinance, LLC

A Full Service Commercial Loan Company

IAP COMPENSATION PLAN

Updated November 27, 2017

- I. IAP Loan Compensation
 - a. Starts at 25% up to 50% after 3 closed loans to make partner. The comp is based on net fees generated on closed loans.
 - b. The max compensation to all sources on a closed loan is 50%. Any referrals paid to a third party come off of the gross, paid before the net.
 - c. Paid same day as wire received, bank to bank payment which typically takes 3 days to process. Can expedite payment for \$10 bank fee.
 - d. Ultra Net Branches start at max 50% payout
 - e. There is a \$250 processing fee on all loan files

- II. The FIVE Leads Program
 - a. Standard IAP commission.
 - b. Leads that have a referral source of 25% the max commission to IAP 25%.

- III. Lenders RoundTable “LRT”
 - a. Lenders are paid a 25% referral fee therefore max commission to IAP is 25%.

- IV. The BUTTON
 - a. Standard IAP commission less referral paid. Free Buttons the referral is 10%. Paid custom buttons the referral is 25% so max commission to IAP is 25%.

- V. Recruiting & Mentoring
 - a. \$50 instant bonus paid through PayPal same day as sign up. \$75 Ultra Net branch.
 - b. 2% lifetime override as long as both parties are in the IAP program. **Must submit weekly pipeline report on team generated to be eligible for override.** 3% Ultra Net branch.

- VI. Bankers Giving Back “BGB”
 - a. Standard IAP commission less the 10% donation off of the gross fees generated which is made to the organization.

- VII. Work for hire projects
 - a. \$12-15 per hour. Some have bonus component for success i.e. appointment set, data acquired, etc. Payments typically made Fridays bank to bank.

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- VIII. Instant Cash Bonuses
- a. Paid same day typically through PayPal

All communication must be documented through the CRM for commissions to apply. A 30 day touch for loans and recruiting is required. No client communication after 30days the said client or prospect reverts back to a house account for re-assignment. No exceptions.