WELLS FARGO

Wells Fargo Funding

Take your best efforts to a whole new level

With our **Performance*Works***℠ plan

Our **Performance*Works***℠ plan builds on a simple yet profound truth: paying attention to your pipeline pays off. It provides powerful motivation to manage your business more closely and make the most of your Wells Fargo Funding client relationship.

Set your own goals

When you focus your energy on working more effectively, your best effort yields immediate and tangible advantages.

- You can earn benefits you may not have received before
- You are empowered to be more competitive
- You are in control of your lending costs and gains

Work at a higher level

You are placed at one of four benefits levels, based on a three-month Performance Score. The cleaner your pipeline, the better your score. Performance Scores are recalculated quarterly. So you always have the opportunity — and great reasons — to reach for a higher benefits level.

Start working today to achieve the highest possible Performance Score

Reap your own rewards

Higher levels of success go hand-in-hand with higher benefits levels. As you move up the **Performance*Works*** ladder, you enjoy:

- Increased profitability potential up to 20 bps
- Flexible float-to-current option[1] at no cost to you

Together we'll go far

lendersalliance.com

Take control of your business success

The **Performance*Works*** plan keeps you involved and motivated. The more efficiently you manage your Wells Fargo Funding pipeline, the more benefits you have to work with — *and the greater your profitability potential!*

Level	Performance score	Fee	Benefits
ONE	80% or greater		• 20 bps on locked volume during 3-month period • More flexible float-to-current option[1] • Waived lock fee
TWO	65% or greater, but less than 80%		• 15 bps on locked volume during 3-month period • More flexible float-to-current option[1] • Waived lock fee
THREE	50% or greater, but less than 65%		• Waived lock fee
FOUR	Less than 50%	25 bps refundable lock fee[2]	

Your benefits level for three months is determined by your Performance Score.

Performance score calculation

Hedge Days Paid and Hedge Days Used are accumulated by locking and funding loans. For example:

- A 30-day lock accumulates 30 Hedge Days Paid
- If the loan funds in 25 days, you accumulate 25 Hedge Days Used
- Hedge Days Paid and Hedge Days Used are weighted based on the locked loan amount
- Performance Score = Weighted Hedge Days Paid ÷ Weighted Hedge Days Used

Expired or cancelled locks

- A lock that is allowed to expire accumulates all Hedge Days Used for the lock period. For example, a 15-day lock that expires without delivery accumulates 15 Hedge Days Used.
- A lock that is cancelled accumulates the number of Hedge Days Used for the time it was in effect. For example, a lock that cancels after 12 days accumulates 12 Hedge Days Used.

Here is a more detailed Performance Score example.

Loan number	Loan amount	Lock period	Loan status	Days in pipeline	Hedge days paid	Hedge days used	Weighted hedge days paid	Weighted hedge days used
1	$200,000	30	Funded	25	30	25	6,000,000	5,000,000
2	$150,000	45	Cancelled	18	0	18	0	2,700,000
3	$180,000	30	Expired	30	0	30	0	5,400,000
4	$210,000	60	Funded	52	60	52	12,600,000	10,920,000
Total	$740,000						18,600,000	24,020,000

Performance score = 77.4% (18,600,000 ÷ 24,020,000)

To learn more, contact your Wells Fargo Funding sales team member today!

1. Flexible float-to-current option is available on conforming and government products only. If the market moves 100 basis points in price, clients may float down a maximum 20% of previous month's lock volume.
2. Ask your Wells Fargo Funding sales team member for complete details.

Information in this flyer is a summary and is not complete. This information is for use by mortgage professionals only and should not be distributed to or used by consumers or other third parties. Information is accurate as of date of printing and is subject to change without notice.

EQUAL HOUSING LENDER

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