



Euro International Mortgage

Licensed Mortgage Lender

BRANCH MANAGER PROFILE

RETAIL BRANCH MANAGER PROFILE AND QUESTIONNAIRE

Upon completion, please scan and email form to branchapproval@eimortgage.com

Thank you for your interest in the Euro Branch Program. Please complete the questions below to help us assess your needs and provide the best solution for you.

How did you hear about Euro Retail Branch Program? _____

Sponsoring Account Executive Name? _____

GENERAL INFORMATION

Name: _____

Home Address: _____

City: State: Zip: County: _____

Home phone: _____ Office phone: _____

Cell phone: _____ Preferred Contact Method: _____

Personal E-Mail: _____

Business E-Mail: _____

Social Security#: _____

Driver's License#: _____ In What State: _____

Date of Birth: _____ Place of Birth: _____

Are you DRE or DOC licensed (California only)? _____ DRE or DOC Lic#: _____

NMLS #: _____ State(s) License: _____

Type of License(s) held: _____

Will you be a producing or non-producing branch manager? _____Producing _____Non Producing

Will there be any co-managers? If so, will they be _____Producing _____Non-Producing

Will you be operating as a DBA? _____YES _____NO

If Yes, under what Name? _____

Branch Address: _____

Branch Phone: _____ Branch Fax: _____

	Year Before Last	Last Year	Current YTD
Please State The Year	_____	_____	_____
Approx Annual Volume of Closed Loans: \$	\$_____	\$_____	\$_____
Approx Annual Number Closed Loans:	_____	_____	_____
Average Loan Amount: \$	\$_____	\$_____	\$_____

Does your company have a quality control or internal loan audit plan in place? *____ YES ____NO

If so please include a copy of your quality control plan for our review.

LIST THREE (3) MORTGAGE INDUSTRY RELATED REFERENCES BELOW

Name: _____ Title: _____

Company: _____

Phone: _____ Email: _____

Name: _____ Title: _____

Company: _____

Phone: _____ Email: _____

Name: _____ Title: _____

Company: _____

Phone: _____ Email: _____

RESIDENCE HISTORY FOR THE PAST 10 YEARS

From What Month and Year

To What Month and Year

Address/City/State/Zip

From What Month and Year

To What Month and Year

Address/City/State/Zip

From What Month and Year

To What Month and Year

Address/City/State/Zip

CURRENT OFFICE INFORMATION (If you currently own and operate your own company)

Current Company Name: _____ Date Owned: _____

Branch Address: _____

Branch Phone: _____ Branch Fax: _____

Name of Owner: _____ Office Phone: _____

Broker of Record: _____ State License Number: _____

How long has the company been in business? _____ Total number of loan officers: _____

Other Branch Locations (Please attach any other branch offices and information as an addendum)

Branch Address: _____

Branch Phone: _____ Branch Fax: _____

Branch Manager: _____ Processing Location: _____

Branch Manager Cell: _____ Branch Mgr Email: _____

ADDITIONAL QUESTIONS

1. Have you ever been arrested, detained, charged, indicted, or summoned to answer for any criminal offense or Violation for any reason whatsoever, regardless of the disposition of the event (Except Minor Traffic Citations)? ___ Yes ___ No If yes Please Explain Below:

2. Have you, your company or any principals or agents ever been suspended by a lender? _[] Yes _[] No

If yes, by whom? _____

Outcome: _____

3. Have you, your company or any principals or agents ever been suspended by any regulator or agency?

___ Yes ___ No If yes, by whom? _____

Outcome: _____

4. Have you, your company or any of your agents ever had a license revoked or suspended?

___ Yes ___ No If yes, by whom? _____

Outcome: _____

5. Is there any pending litigation against you, your company or any principals of the company?

___ Yes ___ No If yes, by whom? _____

Outcome: _____

TELL US ABOUT YOU AND YOUR BUSINESS

Please provide the number of loans closed and the total volume per month for the last 3 months. Include your personal production as well as your branch total production.

	Personal /Branch	Personal /Branch
Month: _____	# of Units: _____ / _____	Volume: \$ _____ / _____
Month: _____	# of Units: _____ / _____	Volume: \$ _____ / _____
Month: _____	# of Units: _____ / _____	Volume: \$ _____ / _____

What is your product mix by percentage (i.e. Gov. 40%, Conforming 40%, Jumbo 10%, other 10%)

Conforming: _____ Jumbo: _____ FHA: _____ VA: _____ Non Conforming: _____

USDA: _____ Niche products: _____ Other (Please describe): _____

Are you interested in doing any FHA or VA loans with Euro? ___ Yes ___ No

Do you have an FHA number? ___ Yes ___ No IF YES, FHA#: _____

Have you, or your staff, had experience originating FHA and/or VA loans? If so, please explain below:

How many loan originators do you currently employ (including yourself)? _____

Please list their commission splits with your organization. Indicate each originator as an Inside or Outside Loan Officer. Inside Loan Officers spend 50% or more of their time in the branch or home office; Outside Loan Officers spend more than 50% of their time outside of the branch. **Please asterisk (*) which LO(s) will be originating for you when you join Euro?** Attach a separate sheet if more room is needed.

LOAN ORIGINATOR	F/P Time	NMLS Number	Commission Splits	State(s) Licensed	Years of Industry Experience

In addition to their standard commission splits, do you offer additional bonuses to your loan officers in any way, if yes, please describe?

Do you employ a processor? ___ Yes ___ No If yes, how many and how are they compensated?

Please answer below:

PROCESSOR	F/P Time	NMLS Number	Salary/Bonus	State(s) Licensed	Years of Industry Experience

If not, do you use Contract processing? If so, what company are you currently using and what is the cost structure? _____

How much do you charge your borrowers for processing? \$ _____

Do you share a portion of the processing fee with your originators or processors as a bonus or over ride? ___ YES ___ NO If yes, how much? \$ _____

Do you employ an Office or Operations Manager? ___ YES ___ NO If yes, please explain job responsibilities and compensation model: _____

Do you employ any other salaried personnel? YES NO If so, please list their job descriptions and compensation:

In what state(s) are you currently originating loans? _____

What are your production levels in the top 3 states? _____

Are you currently using any Automated Underwriting Tools? YES NO If yes, please list below:

Do you intend to be involved with any other business associated with the Real Estate/Mortgage Industry? YES NO If yes, please describe? _____

Are you the Broker of Record, Principal Lending Manager, Registered Agent or a similar capacity for any other company? YES NO If yes, please describe?

Will there be additional business of any kind running from the same address or space YES NO If yes, please describe? _____

Do you have independent ownership or affiliation with any other types of businesses outside of the Real Estate/Mortgage Industry? (i.e.: Marketing, Insurance, Financial Planning etc.) ____YES ____NO

If yes, please list below all business names and types. Please indicate if you have any open bank accounts in the name of any of these businesses.

Do you have any outstanding agreements/contracts? (i.e.: Private Money lending, Commercial Lending, Debt Consolidation etc.) ____YES ____NO If yes, please provide a copy and/or explanation.

Give us an idea of your Market & Costs

What is your average loan amount? _____

How many points do you make on each loan? _____

Name the source of your clients? (Please be as detailed as possible).

What is your monthly cost of rent? _____

If you own your office space, what is your monthly debt service? _____

What is the square footage of your licensed space? _____

What are your monthly expenses for advertising/marketing? (Please describe what type of advertising/marketing efforts you use.)

Are you starting up a new office or converting an existing one? _____

Tell Us About Your Past Experience In The Mortgage Industry

Have you ever worked as a loan processor or underwriter? ____ YES ____ NO If yes, please describe:

How can Euro best help you?

What are the five most important things to you in a parent company? (Answer at least your top three).

1. _____
2. _____
3. _____
4. _____
5. _____

In what aspect of the mortgage business can Euro help you the most?

Currently, what is the greatest challenge you face in your job or business?

Why are you looking to leave your current position/company?

As the Principal for the above-mentioned Branch, I certify that I understand the Initials following:

_____ The Retail Branch Program complies with all state and federal Regulations.
Initials

_____ Any attempt at passing Fraudulent or Misrepresented Loans will result in immediate
Initials termination of the relationship, as well as legal action.

I hereby certify that the information contained on this "Retail Branch Questionnaire" and any accompanying or supporting information is true and correct. I authorize Euro International Mortgage to obtain verification of any information contained herein from any source named or any other source (including credit bureaus and business references) necessary to verify the above information.

Signature: _____ Date: _____

Printed Name: _____ Date: _____

Signature: _____ Date: _____

Printed Name: _____ Date: _____

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