



ACBN Pull Through Policy

(Updated 09/16/2010)

ACBN Pull Through ACBN:

Pull Through Ratio can be defined as the number of funded/closed loans in relation to the number of locked loans that were cancelled/expired/denied within a designated time frame.

As a customer of ACBN, we require every loan originator to adhere to high standard of pull through. It is expected that if a loan is locked, then it will close. If there is any uncertainty a loan will close, then it should not be locked.

ACBN will be monitoring pull through at a loan officer and company level. Clients will lose their locking privileges if they do not meet our pull through standards. Please see below:

The Benefits

By adhering to a high standard of pull through, ACBN receives top-tier pricing incentives and a wider variety of program options which are passed along to the loan originators. In the competitive environment in which we work, it is essential we preserve the relationships we have with our investors so that we can remain competitive. Our investors expect us to have high pull through, so we expect high pull through from our loan originators.

How it Works:

ACBN will calculate each loan originator's pull through percentage based off of a three-month performance and will place each loan officer in a tier. Depending on which tier the loan originator resides will determine the loan originator's locking privileges. Please see below:

<u>Level</u>	<u>Pull Through</u>	<u>Benefits</u>
One	80% or greater	Locks without submission are permitted.
Two	65% or greater, but less than 80%	Locks without submission are not permitted and the loan originator is placed on a watch list.
Three	50% or greater, but less than 65%	Locks without submission are not permitted and we will require an underwriting approval with all PTD conditions signed off prior to locking.

Four

Less than 50%

If a loan originator remains in this tier for 2 consecutive quarters, he/she will lose his/her locking privileges with ACBN and be subject to potential termination from ACC/ACBN.

Each loan originator's pull through will be re-calculated every quarter, so the loan originator will have the opportunity to increase his/her score from one quarter to the next.