



IAP Mentoring Program

LOCAL RELIEF AGENTS

RULES

- ❖ Must have completed 100% of the Core Training within the IAP Portal
- ❖ Referrals from Relief Funding Agents" RFA" must be logged and tracked well in LACRM as always, with the RFA as the referral source in the background notes
- ❖ Commercial Real Estate loans only
- ❖ 11CF Loans Department will only copy the IAP on file updates. It's mandatory for the IAP to update the RFA who referred the loan (They will not have access to LACRM to view themselves)
- ❖ Standard lead compensation on referred loans (25% of the Net Broker Fee Earned)

WORKFLOW

- ❖ RFA refers lead
- ❖ IAP Puts lead into CRM, then contacts the borrower as usual with all leads
- ❖ File is reviewed, approved, or denied by the 11CF Loans department.
 - IAP updates LACRM and also notifies the RFA
- ❖ Deal closes
 - IAP receives standard lead compensation. The RFA receives a referral fee

MATERIALS

- ❖ Money with Meg Podcast
- ❖ Share CRE Product Sheet, Origination Class & Scripts
- ❖ Weekly team calls, setting proper expectations upfront
- ❖ Weekly or Bi-Weekly updates. Must be responsive to the RFA requests.

Non-compliance with any of the above could mean immediate disqualification from the mentor Program and a forfeit of any potential commissions earned from a closed loan.