



AE Business Decision Exceptions (BDE)

Business Decision Exceptions

There are times in our business when a pricing incentive can improve the broker experience, strengthen a relationship, or help cure a shortage. Orion Lending is extending the opportunity for our Account Executives to manage their business and offer up to a 20-bps price exception to their broker partners subject to the parameters outlined out below:

- \$2,000,000 Minimum Funded Volume in the previous month*
- \$2,000,000 Minimum Approved and Active Pipeline*
- AE Participation
 - o AE's compensation will be reduced by the amount of the BDE. If the BDE is greater than the compensation earned on the funded loan, the total amount will result in negative compensation and will be reduced from total payout.
 - o When possible, Orion may participate in the BDE by providing a price exception (PE).
- Lock Extensions - AEs may choose to extend a lock as a business decision. Lock extensions are assessed at 1 BP per day extended. If approved those will carry a 100% participate rate.
 - Example 1: AE needs 1 free day for funding taking place tomorrow, where a lock expires today. The AE may request 1 day at 1 bps (.01). This will result in a 1 bps (.01) reduction in AE comp.
- All exceptions are subject to Capital Markets approval and are reviewed on a case-by-case basis. There may be times when a PE is not approvable based on certain margin positions, rate, and products (among other loan circumstances). Additionally, there are times where Orion will cover the entire exception or extension based on service circumstances and this will be assessed per file/request.
- Requests must be sent to exceptions@orionlending.com.