

Renewal Compensation Program



The CMS Renewal Compensation Program is designed and guided by our “Future-Forward, Broker Focused” principle. Our program is unique in the industry, promoting lasting partnerships and mutually beneficial relationships between our broker partners, customers, and CMSLs.

Brokers who select at the time of submission the option to receive renewal compensation will automatically be compensated for the following transactions. These will be processed via our renewal department **with or without direct broker involvement**:

- [Full Term Renewal](#)
- [Adjustable Rate Mortgage Conversions](#)
- [Early Renewal Transactions](#)
- [Refinance Transactions](#)
- [Port Transactions](#)

Full compensation details can be found on our [CMSLs rate sheet](#) or the FAQ section on page two.

Full Term Renewal	Renewal compensation is issued upon renewal of our mutual customer's mortgage. It is paid for every renewal for the life of the mortgage and payment is based off the renewal term selected by the borrower.
Adjustable Rate Mortgage Conversions	Adjustable rate mortgage conversions are paid if our mutual customer converts mid-term to a fixed rate mortgage and extends the term of their CMSLs mortgage.
Early Renewals	Transactions processed mid-term under our customer loyalty program will also be compensated based on the appropriate term extension.
Refinance and Port Transactions	Refinance and port transactions will be compensated based on the increase to outstanding mortgage amount (new money). Compensation will also be based on the term the client has selected during the application process. In the event of a port and decrease or straight port no compensation will be paid. Our mutual customers' mortgage will remain in the renewal program going forward.

FAQ

How do I select renewal compensation with CMLS?

Renewal compensation can be selected on a per deal basis. Requests must be indicated in your submission notes or communicated to your underwriter in writing prior to funding.

Can I select renewal compensation as my default compensation program with CMLS?

No, renewal compensation is selected on a per deal basis. Requests must be indicated in your submission notes or communicated to your underwriter in writing prior to funding

How much compensation will I receive?

Refinance transactions and port transactions are compensated on the new funds only. Straight renewal, early renewal transactions, and adjustable rate mortgage conversions are compensated as per the below:

Term Extension	Finder's Fee
1 Year	10 basis points
2 Year	20 basis points
3 Year	30 basis points
4 Year	40 basis points
5 Year	50 basis points

Is the renewal compensation paid on multiple renewals?

Yes, renewal compensation is paid on every renewal for the life of the mortgage while it stays with CMLS.

Do I need to assist in the renewal, early renewal, ARM conversion, refinance, or port process to be compensated?

No, renewal compensation is paid if the client completes the above transactions directly with a CMLS retention specialist, but your assistance is appreciated if required to close the deal.

Are my renewal fees transferrable?

Yes, CMLS can transfer renewal fees from one brokerage to another upon approval.

If I didn't originally select renewal compensation can I still be paid renewal with CMLS?

No, brokers are required to request renewal compensation at origination. If renewal compensation isn't requested at time of origination they are not included in this program.

What happens if I try to transfer out a renewal client at renewal from CMLS?

To maintain compensation under the Renewal Program, the Mortgage Originator must not at the time of a renewal interfere with CMLS's renewal process with a view to moving the customer to another lender to earn a higher or better commission.