



Lathea V. Morris, Principal ▪ 973.509.1903 Ext 1#

(Referral Fee Agreement)

This agreement is made and entered between **Lathea Morris DBA M&L.com (hereinafter referred to as Lathea Morris)** and _____
(hereinafter referred to as Referral Entity).

Lathea Morris will review for funding consideration the clients of Referral Entity.

Lathea Morris will submit transaction for funding consideration after preliminary review for viability of the transaction and submit to loan underwriting for potential funding.

Referral Entity will assist/provide any and all documentation loan underwriting requires for review and loan funding consideration, if applicable.

Referral Entity will keep and treat all information as confidential and will only disclose information required to close the loan transaction.

Lathea Morris will compensate Referral Entity ten percent (10%) or twenty five percent (25%) or up to *fifty percent (50%) of her commission after receipt of commission from the lender. Please choose an option from below. Compensation will be paid either via PayPal or check in 10-20 days after receipt of commission from lender. No fee is due if the loan does not close. There will be a change to the referral fee split if Lathea Morris had to provide above & beyond services to the Referral Entity's client. If this occurs, Lathea Morris will deduct up to a \$750.00 processing fee from her commission, then split the balance of the commission with the Referral Entity, if applicable. If Lathea Morris has to collect documents from the Referral Entity's client, and, the Referral Entity signed up for the 50% commission split, the Referral Entity's commission split will drop to 25%. **Twenty Five Percent nor Fifty Percent (25% nor 50%) Commissions are paid on Unsecured Line of Credit, Invoice Financing, Purchase, Contract Order nor Factoring Financing, Transactional Funding and NJ Businesses Only Loan Products. Additionally, on Small Business Private Term Loans and Owner Occupied Commercial Loans a Flat 25% Commission will be paid on these loans.**

***Lathea Morris commissions paid up to \$19,999, Lathea Morris will pay Referral Entity 50% of commission.**

***Lathea Morris commissions paid from \$20,000 up to \$34,999, Lathea Morris will pay Referral Entity 35% of commission.**

***Lathea Morris commissions paid from \$35,000 and up, Lathea Morris will pay Referral Entity 25% of commission.**

Please initial your preferred commission option:

_____ **10%:** Provide Lathea Morris with a name and email address only of the referral seeking financing. Lathea Morris will do all the follow-up work.

_____ **25%:** Lathea Morris will follow-up with Referral Entity’s client for all documentation underwriting requires. Referral entity will follow-up with client if Lathea Morris has not received documentation after several request.

_____ **Up to *50%:** Lathea Morris will advise Referral Entity all documents required by loan underwriter. Referral Entity will gather from client all documentation underwriting requires and send to Lathea Morris.

At times Lathea Morris may need to work with another broker if her lending partners do not have a loan product for the Referral Entity’s client. If this should occur, the Referral Entity’s commission will be 20% of Lathea Morris’s commission.

In the event a referral client defaults on repayment of funding within the first thirty to ninety (30-90) days of the funding, causing the commission to Lathea Morris to become null and void, Referral Entity will repay to Lathea Morris any payment it received relating to such defaulted Loan.

This agreement shall be deemed to be executed in Montclair, New Jersey, and shall be governed by and construed in accordance with laws of the great State of New Jersey without regard to the conflict of laws provisions thereof.

This agreement sets forth the entire agreement between **Lathea Morris DBA M&L.com and Referral Entity** with respect to the subject matter hereof and we are in agreement with the enclosed performance of both parties and compensation and sign to that fact. Any major disagreement unresolved will be resolved by arbitration.

Lathea Morris DBA M&L.com

By:

Signature: _____

Street: _____

City, State & Zip: _____

Date:

Company or Individual:

By:

Signature: _____

Street: _____

City, State & Zip: _____

Email Address: _____

Date: