

THE COMPLETE MORTGAGE PLANNING SYSTEM

The Mortgage Planning Package

We are mortgage planners.

We have developed a unique process called *The Complete Mortgage Planning System*.

Providing unique services and strategies to simplify the mortgage process and help you achieve your personal and financial goals.



Dave Holbrook
Phone (407) 644-0870
Fax (407) 628-2609
dholbrook@waterstonemortgage.com



2699 LEE ROAD, SUITE 480
WINTER PARK, FL 32789



WATERSTONE
MORTGAGE CORPORATION



THE WELLINGTON
GROUP

*THE COMPLETE MORTGAGE
PLANNING SYSTEM*

Testimonials

"You have an A+ operation . . . Your team really did a fantastic job . . . The closing went very smoothly and I had zero concerns at the table."

~ **Rafael Jimenez, Past Client**

"It seems in today's world of mass consumption there leaves little for true relationship building. Businesses like yours are rare and I am glad to be a client."

~ **Chris Impellitier, Past Client**

" (Best part of your service was) . . . constant and complete communication."

~ **Jacqueline Napert, Realtor ®**

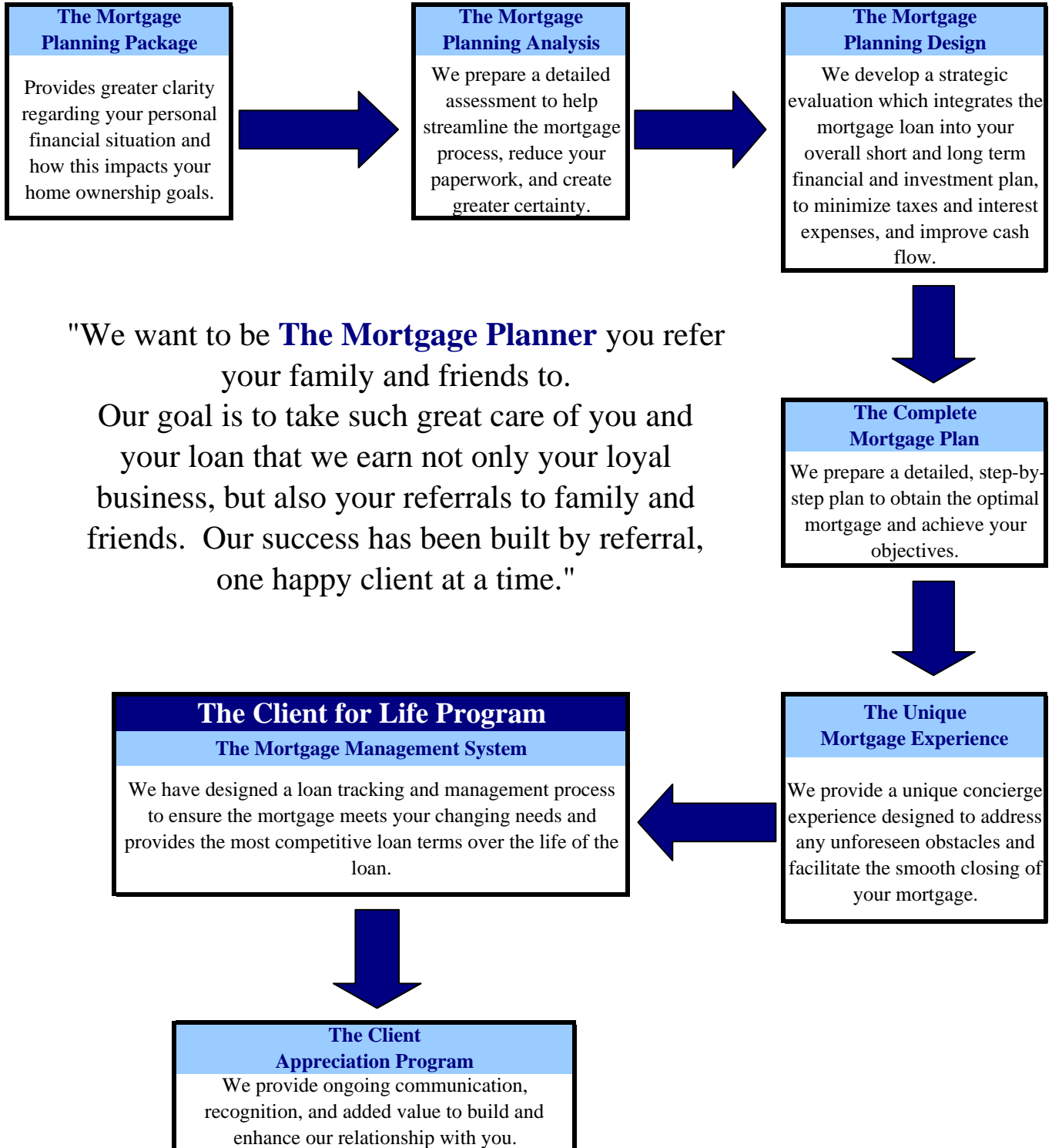
"I just wanted to give you a quick thanks for your recent contact with my client. My client is facing the need for quick refinancing and mortgage advice given the upcoming finalization of his divorce. I was pleased to hear that you were able to contact him as quickly as you did. I was also informed that he was happy with your professionalism, your concern for his situation, and the consideration you had for how his options could affect him."

~ **Roy J. Smith, IV, Esq.**

"Thank you so much for taking the time to share such a wealth of information with me . . . (and my clients) . . . we truly appreciate it."

~ **Gina Holmes, Realtor ®**

Our Relationship With You



"We want to be **The Mortgage Planner** you refer your family and friends to.

Our goal is to take such great care of you and your loan that we earn not only your loyal business, but also your referrals to family and friends. Our success has been built by referral, one happy client at a time."



THE COMPLETE MORTGAGE PLANNING SYSTEM

THIS IS NOT A LOAN COMMITMENT FORM

LOAN APPLICATION FORM

BORROWER INFORMATION

Married Single Divorced

Full Name _____ Social Security Number _____

Current Home Address _____ Date of Birth ___/___/___

City _____ State _____ Zip _____

How long have you lived at this address? _____ Own Rent

Home Phone _____ Work phone _____

Cell Phone _____ E-mail address _____

If you currently rent an apartment or home, what is your monthly payment? \$ _____

EMPLOYMENT INFORMATION

Current Employer _____ Self-employed Yes No

Employer Address _____

City _____ State _____ Zip _____

Your title or job description _____ Years in this line of work _____

How long have you worked for your current employer? _____ years _____ months

Please describe your compensation (hourly, salary, bonuses, commission etc.)

Hourly \$ _____ hours per week

Salary \$ _____

Bonuses \$ _____ terms _____

Commission \$ _____ terms _____

Please list previous and/or secondary employment (we need two years total)

Previous Employer _____ Self-employed Yes No

Employer Address _____

City _____ State _____ Zip _____

Your title or job description _____ Years in this line of work _____

What was your start date? ___/___/___ End date? ___/___/___

Please describe your compensation (hourly, salary, bonuses, commission etc.)

Hourly \$ _____ hours per week

Salary \$ _____

Bonuses \$ _____ terms _____

Commission \$ _____ terms _____



THE COMPLETE MORTGAGE PLANNING SYSTEM

THIS IS NOT A LOAN COMMITMENT FORM

LOAN APPLICATION FORM CONT.

CO-BORROWER INFORMATION *(if applicable)*

Married Single Divorced

Full Name _____

Social Security Number _____

Current Home Address _____

Date of Birth ___/___/___

City _____ State _____ Zip _____

How long have you lived at this address? _____ Own Rent

Home Phone _____ Work phone _____

Cell Phone _____ E-mail address _____

If you currently rent an apartment or home, what is your monthly payment? \$ _____

CO-BORROWER EMPLOYMENT INFORMATION *(if applicable)*

Current Employer _____

Self-employed Yes No

Employer Address _____

City _____ State _____ Zip _____

Your title or job description _____ Years in this line of work _____

How long have you worked for your current employer? _____ years _____ months

Please describe your compensation (hourly, salary, bonuses, commission etc.)

Hourly \$ _____ hours per week

Salary \$ _____

Bonuses \$ _____ terms _____

Commission \$ _____ terms _____

Please list previous and/or secondary employment (we need two years total)

Previous Employer _____

Self-employed Yes No

Employer Address _____

City _____ State _____ Zip _____

Your title or job description _____ Years in this line of work _____

What was your start date? ___/___/___ End date? ___/___/___

Please describe your compensation (hourly, salary, bonuses, commission etc.)

Hourly \$ _____ hours per week

Salary \$ _____

Bonuses \$ _____ terms _____

Commission \$ _____ terms _____



**THE COMPLETE MORTGAGE
PLANNING SYSTEM**

THIS IS NOT A LOAN COMMITMENT FORM

LOAN APPLICATION FORM CONT.

LIQUID ASSETS

Checking Account Approx. Balance	\$ _____	Bank	_____
Savings Account Approx. Balance	\$ _____	Bank	_____
Retirement Account (401K, etc.)	\$ _____	Bank	_____
Other: Describe _____	\$ _____	Bank	_____
Other: Describe _____	\$ _____	Bank	_____
Down Payment Amount	\$ _____	Source	_____

ex. sale proceeds, checking/savings, gift, secured borrowed funds

REAL ESTATE OWNED

If you own your own home, what is the approximate current value? \$ _____

What year did you buy the home? _____ What was the approx. purchase price? \$ _____

Are the insurance and property taxes escrowed as part of your monthly payment? ___ Yes ___ No

If you own a vacation or second home, what is the approximate current value? \$ _____

What year did you buy the home? _____ What was the approx. purchase price? \$ _____

Are the insurance and property taxes escrowed as part of your monthly payment? ___ Yes ___ No

What is the address? _____

If you own an investment property, what is the approximate current value? \$ _____

What year did you buy the home? _____ What was the approx. purchase price? \$ _____

Are the insurance and property taxes escrowed as part of your monthly payment? ___ Yes ___ No

What is the address? _____

**If you own other properties, please provide a detailed schedule of real estate owned with this application.*

OTHER IMPORTANT INFORMATION

What is the year, make and model of your car(s)? Year _____ Make _____ Model _____

Year _____ Make _____ Model _____

How is your credit history? ___ Excellent ___ Good ___ Average ___ Challenged ___ I have no credit history

Do any of these apply to you? ___ Bankruptcy ___ Judgments ___ Tax Lien ___ Divorce ___ Child Support

I hereby authorize Waterstone Mortgage Corp., The Wellington Group to verify my past and present employment earnings records, bank accounts, stock holdings and any other asset balances that are required to process my mortgage loan application. I further authorize Waterstone Mortgage Corp., The Wellington Group to order a consumer credit report and verify other credit information, including past and present mortgage and landlord references. It is understood that a copy of this form will also serve as authorization. The information Waterstone Mortgage Corp., The Wellington Group obtains is only used in the processing of my application for a mortgage loan.

Borrower Signature _____	Co-Borrower Signature _____
Printed Name _____	Printed Name _____

MORTGAGE PLANNING QUESTIONNAIRE

We have developed unique systems to evaluate your mortgage needs and assist you in determining the best mortgage for these needs based on qualifications such as how long you expect to have the loan, your desired monthly payment and the overall total cost of the mortgage.

We are dedicated to providing you with the information necessary to make an informed decision. This advisory service is much more than a competitive rate and points quote. Selecting the wrong mortgage program can cost you thousands of dollars and no single, specific loan program is appropriate for everyone.

Financing and acquiring real estate should be thought of as an integral part of your overall personal financial plan. To assist us in selecting the most appropriate and cost effective mortgage for your individual needs, please complete the questions below.

1. How would you like us to stay in contact with you? (please check all that apply)
 e-mail phone fax mail cell phone
2. Is this financing request for your primary residence second home investment property?
3. How soon are you thinking of buying or refinancing? Immediately 2-6 months >6 months?
4. If your primary residence, what is the best estimate for how long you might live in this home?
 1-3 years 3-5 years 5-7 years 7-10 years 10+ years
5. How many years do you think you will have this loan?
 6-12 months 1-3 years 3-5 years 5-7 years 7-10 years 10+ years
6. Do you currently have any plans for major expenses in the next 12 months?

\$ _____ New Car	\$ _____ Home Improvements
\$ _____ College	\$ _____ Rental Properties
\$ _____ Health	\$ _____ Other: _____
7. Please check the following if they are priorities as it relates to your mortgage financing:
 Determine maximum purchase price and/or loan I can qualify for
 Determine purchase price and loan amount appropriate for my income and lifestyle
 Obtain a targeted monthly mortgage payment amount of \$ _____
 Purchase a home within a specific budget, down payment and closing costs
 Have ability to sell, pay down, pay off or refinance home without penalty
 Maximize tax benefits
 Avoid mortgage insurance
 Qualify for new home prior to, or without sale of existing home
 Other: _____
8. Please check the following goals if they are a priority for you currently:

<input type="checkbox"/> Improve Monthly Cash Flow	<input type="checkbox"/> Create a Comprehensive Financial Plan
<input type="checkbox"/> Maximize Retirement Savings	<input type="checkbox"/> Create a 6-12 Month Cash Reserve Account
<input type="checkbox"/> Maximize Education Savings	<input type="checkbox"/> Maximize Investment Contributions
<input type="checkbox"/> Live Comfortably on One Income	<input type="checkbox"/> Maximize Asset Portfolio Performance
<input type="checkbox"/> Live Comfortably on a Fixed Income	<input type="checkbox"/> Real Estate Investment Strategies
<input type="checkbox"/> Tax Reduction Strategies	<input type="checkbox"/> Asset Protection Strategies
<input type="checkbox"/> Other: _____	

9. If you currently rent, please provide us the name of your landlord and their contact information:

Name _____ Phone _____

10. Would you like to establish an escrow account for property taxes and/or insurance as a part of your new loan?

Yes No (unless required)

11. If applicable, would you like information about repairing your credit? Yes No

12. Have you spoken with other lenders? Yes No

If yes, which loan program do you like best so far? _____

13. Do you have life insurance? Yes No If yes, how much? \$ _____ Term Whole

14. Please rate your current level of satisfaction in the following areas, on a scale of 1 to 10 (10 being best):

_____ Attorney - Legal advice

_____ Estate plan - Asset protection

_____ Insurance - Life / Auto / Home

_____ Financial Advisor - Investment strategy

_____ Income tax preparation and reduction strategies

15. If we can show you ways of building wealth faster or becoming debt free at a faster pace, would you be interested?

Yes No

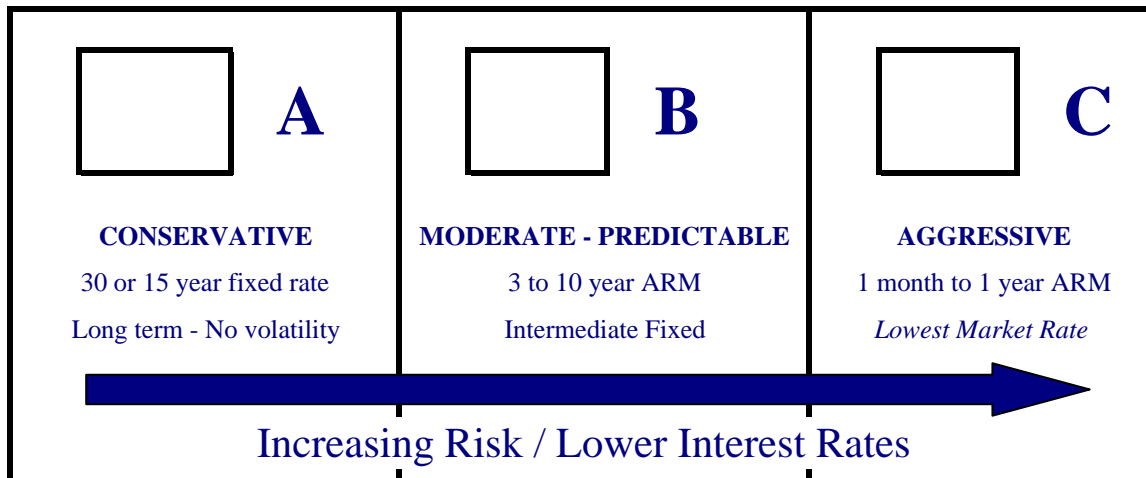
16. Are you interested in buying real estate for investment purposes? Yes No

17. Have you attended any of our seminars listed on our website? Yes No

If yes, what did you like most about what you learned? _____

18. What is the maximum total monthly housing payment you would be comfortable with? \$ _____

19. The chart below illustrates the trade-off between fixed and adjustable interest rates. Please indicate the best match based on your preference between a fixed and adjustable interest rate, by placing an 'X' in the appropriate box:



20. Do you have children? ___ Yes ___ No If yes, how many? ____ Age(s) _____
21. What are your biggest challenges right now with respect to money?
- | | |
|-----------------------------|-------------------------------|
| ___ Need to save more | ___ Too much spending |
| ___ Need to make more money | ___ Too much credit card debt |
| ___ I pay too much tax | ___ Other _____ |
22. What is your current strategy for:
- (a) Affording college for your children? ___ 529 Plan ___ Other _____
- (b) Having enough money to retire? ___ 401K ___ IRA ___ Other _____
- (c) Having the money necessary to get through a financial setback? ___ Savings ___ Other _____
23. Please let us know who we can thank for referring you to us. _____
24. What did you like most or least about the last loan officer you worked with?

25. What else would you like to know about me / my company before you would consider allowing us to serve you?

26. If you and I were to meet after you closed your loan with Waterstone Mortgage Corp., The Wellington Group, what has to have happened for you to feel you have saved time and money, gained greater peace of mind and achieved your overall objectives?

27. Who else do you know that is thinking of buying or refinancing real estate?
- Someone who wants / needs to refinance?
- Someone who wants to buy investment properties?
- Do you know anyone paying more than \$600 per month in rent?
- Please provide their name and phone number if you would like us to contact them:
- Name: _____ Phone Number: _____

THESE NEXT QUESTIONS ONLY APPLY IF YOU ARE REFINANCING

28. If property taxes are due, would you like to incorporate them into the loan amount or would you prefer to pay them out-of-pocket?
___ in the loan ___ out-of-pocket
29. If there are closing costs, would you like to incorporate them into the loan amount or would you prefer to pay them out-of-pocket?
___ in the loan ___ out-of-pocket
30. Do you want to receive any 'cash out' as a result of this transaction (paying off credit cards, home improvements, investments, assisting a family member, etc.)? If yes, how much? \$_____
31. Would you like to set up a home equity line of credit as part of this transaction? ___ Yes ___ No
32. Do you currently have a 2nd or 3rd mortgage or a home equity line of credit secured by your home?
___ Yes ___ No
If yes, do you want to include this loan / line of credit to be paid off as part of this transaction or do you wish to keep it if possible?
___ Keep it ___ Pay off and close it ___ Set up new loan / line of credit after
33. Is there a certain time of day that is better for you to close? ___ Yes ___ No If yes, when? _____

NEW HOME PROFILE

We have created this profile to help you find just the right home. With this vital information, your Realtor® will utilize their database to narrow your search; provide a list of homes for sale that match your profile; and help you find the perfect home.

Preferred Location (County):

Orange Osceola Polk Brevard Other _____
 Seminole Volusia Lake Sumter

Price Range: from \$ _____ to \$ _____

Age Preference: new construction < 10 years old < 30 years old other _____

Preferred Number of Bedrooms: 1 2 3 4 5 more _____

Preferred Number of Bathrooms: 1 2 3 4 5 more _____

Preferred Square Footage: between _____ and _____ square feet

Preferred Property Type: single family condo townhouse farm other _____

Preferred Home Style:

<input type="checkbox"/> 1 story	<input type="checkbox"/> Cape Cod	<input type="checkbox"/> Mobile Home
<input type="checkbox"/> 1 1/2 stories	<input type="checkbox"/> Colonial	<input type="checkbox"/> Split Level
<input type="checkbox"/> 2 stories	<input type="checkbox"/> Contemporary	<input type="checkbox"/> Victorian
<input type="checkbox"/> A-Frame	<input type="checkbox"/> Ranch	<input type="checkbox"/> Tudor
<input type="checkbox"/> Bungalow	<input type="checkbox"/> Mediterranean	<input type="checkbox"/> Other _____

Preferred Interior Features:

<input type="checkbox"/> Pool	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Natural Gas Heat
<input type="checkbox"/> Central Air	<input type="checkbox"/> Formal Dining Room	<input type="checkbox"/> Tile Floors
<input type="checkbox"/> Den / Study	<input type="checkbox"/> Great Room	<input type="checkbox"/> Workshop
<input type="checkbox"/> Family Room	<input type="checkbox"/> Hardwood Floors	<input type="checkbox"/> Other _____
<input type="checkbox"/> Recreation Room	<input type="checkbox"/> Laundry Room	

Preferred Garage: 1 or more 2 or more 3 or more 4 or more attached parking

Preferred Exterior Features:

<input type="checkbox"/> Boat Facilities	<input type="checkbox"/> Horse Facilities	<input type="checkbox"/> Swimming Pool
<input type="checkbox"/> Fences Yard	<input type="checkbox"/> Spa	<input type="checkbox"/> Tennis Court

Preferred Acreage: <0.5 acres 0.5 or more 1 or more 2 or more 5 or more

Preferred School District: _____ Private School: _____

Preferred Schools: Elementary Middle High College Other _____

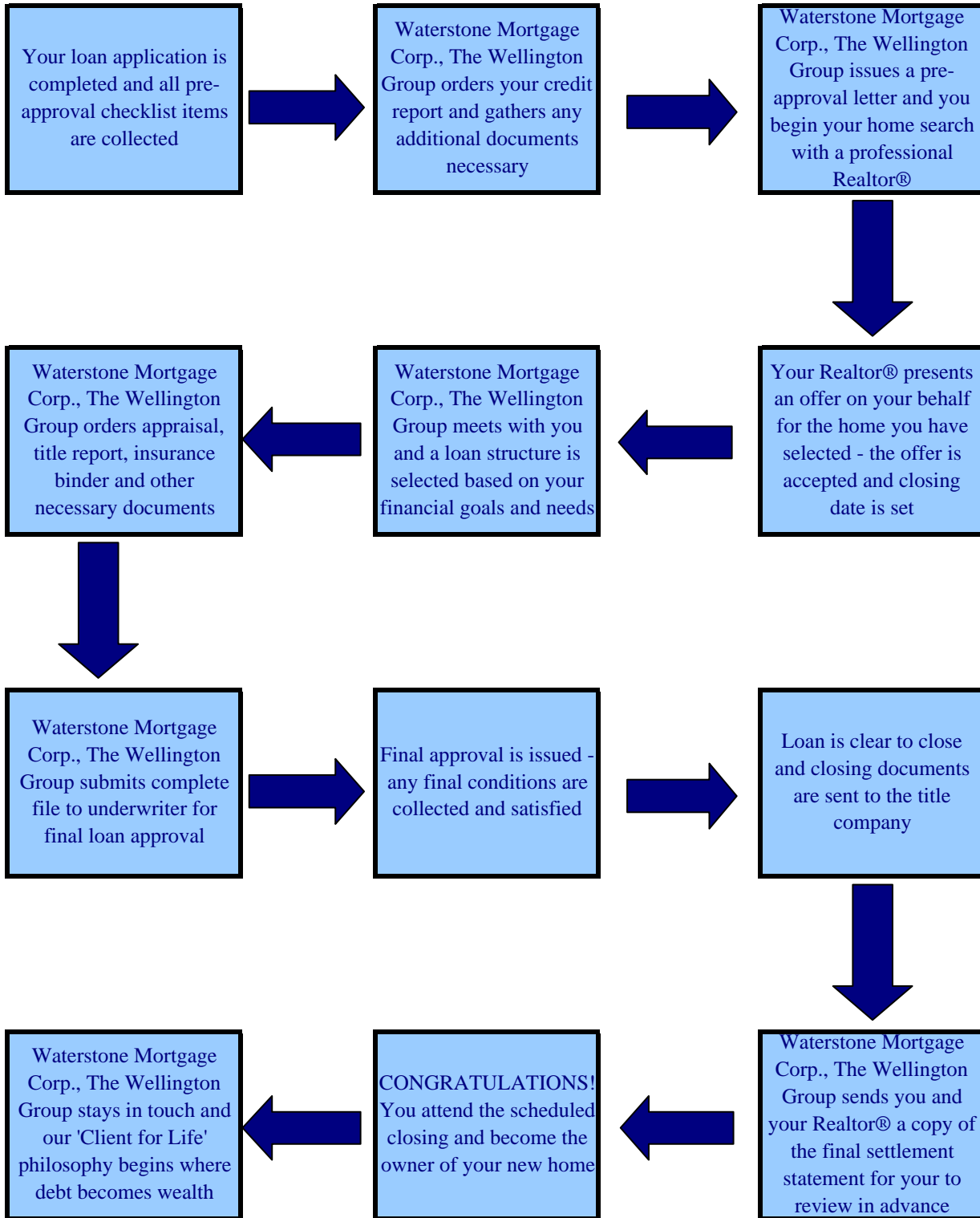
Is being close to work important? Yes No

If yes, what city do you work in? _____

Do you have a preferred suburb where you would like to live? _____

Other preferences? _____

THE PROCESS - For Buying A Home



TIPS FOR A SMOOTH LOAN APPROVAL

Here is a list of helpful tips to ensure an effortless loan process. These **DO's and DON'Ts** will help to avoid any delays with your loan approval.

- DO** continue making your mortgage or rent payments
- DO** stay current on all existing accounts
- DO** keep working at your current employer
- DO** keep your same insurance company
- DO** continue living at our current residence
- DO** continue to use your credit as normal
- DO** call us if you have any questions

- DON'T** make a major purchase (ex. car, boat, jewelry, etc.)
- DON'T** apply for new credit (even if you seem pre-approved)
- DON'T** open a new credit card
- DON'T** transfer any balances from one account to another
- DON'T** pay off charge offs without a discussion with us first
- DON'T** pay off collections without a discussion with us first
- DON'T** buy any furniture on credit
- DON'T** close any credit card accounts
- DON'T** change bank accounts
- DON'T** max out or over charge on your credit card accounts
- DON'T** consolidate your debt onto 1 or 2 credit cards
- DON'T** take out a new loan
- DON'T** start any home improvement projects
- DON'T** finance any elective medical procedures
- DON'T** open a new cellular phone account
- DON'T** join a new fitness club
- DON'T** pay off any loans or credit cards without discussing it with us

If you encounter a special situation, it is best to mention it to us right away so we can help you determine the best way to achieve your goals.

Shopping Around?

HERE'S THE INSIDE SCOOP ON HOW TO DO IT RIGHT!

First and foremost, be certain you are working with an experienced, professional loan officer. The largest financial transaction of your life is far too important to place into the hands of someone who is not capable of advising you properly and troubleshooting the issues that may arise along the way. But how can you tell?

Here are **FOUR SIMPLE QUESTIONS YOUR LENDER ABSOLUTELY MUST BE ABLE TO ANSWER CORRECTLY. IF THEY DO NOT KNOW THE ANSWERS...RUN...DON'T WALK...RUN...TO A LENDER THAT DOES!**

1) What are mortgage interest rates based on?

The only correct answer is Mortgage Backed Securities or Mortgage Bonds, NOT the 10-year Treasury Note. While the 10-year Treasury Note sometimes trends in the same direction as Mortgage Bonds, it is not unusual to see them move in completely opposite directions. DO NOT work with a lender who has their eyes on the wrong indicators.

2) What is the next Economic Report or event that could cause interest rate movement?

A professional lender will have this at their fingertips. For an up-to-date calendar of weekly economic reports and events that may cause rates to fluctuate, you can visit www.wellingtonfinancialgroup.com and click the blue MMG Weekly banner.

3) When Bernanke and the Fed "change rates", what does this mean... and what impact does this have on mortgage interest rates?

The answer may surprise you. When the Fed makes a move, they can change a rate called the "Fed Funds Rate". This is a very short-term rate that impacts credit cards, credit lines, auto loans and the like. Mortgage rates most often will actually move in the opposite direction as the Fed change, due to the dynamics within the financial markets.

4) What is happening in the market today and what do you see in the near future?

If a lender cannot explain how Mortgage Bonds and interest rates are moving at the present time, as well as what is coming up in the near future, you are talking with someone who is still reading last week's newspaper, and probably not a professional with whom to entrust your home mortgage financing.

Be smart... Ask questions... Get answers!

More than likely, this is one of the largest and most important financial transactions you will ever make. You might do this only four or five times in your entire life... but we do this every single day. It's your home and your future. It's our profession and our passion. We're ready to work for your best interest.

Shopping Around? (Part II)

HERE'S THE INSIDE SCOOP ON HOW TO DO IT RIGHT!

Once you are satisfied that you are working with a top-quality professional mortgage advisor, here are the rules and secrets you must know to “shop” effectively.

*First, **IF IT SEEMS TOO GOOD TO BE TRUE, IT PROBABLY IS.*** But you didn't really need us to tell you that, did you? Mortgage money and interest rates all come from the same places, and if something sounds unbelievable, it's better to ask a few more questions and find the hook. Is there a prepayment penalty? If the rate seems incredible, are there extra fees? What is the length of the lock-in? If fees are discounted, is it built into a higher interest rate?

*Second, **YOU GET WHAT YOU PAY FOR.*** If you are looking for the cheapest deal out there, understand that you are placing a hugely important process into the hands of the lowest bidder. Best case, expect very little advice, experience and personal service. Worst case, expect that you may not close at all. All too often, you don't know until it's too late that cheapest isn't BEST. But if you want the cheapest quote – head on out to the Internet, and we wish you good luck. Just remember that if you've heard any horror stories from family members, friends or co-workers about missed closing dates, or big surprise changes at the last minute on interest rate or costs...these are often due to working with discount or internet lenders who may have a serious lack of experience. Most importantly, remember that the cheapest rate on the wrong strategy can cost you thousands more in the long run. This is the largest financial transaction most people will make in their lifetime. That being said – we are not the cheapest. Of course our rates and costs are very competitive, but we have also invested in the systems and team we need to ensure the top quality experience that you deserve.

*Third, **MAKE CORRECT COMPARISONS.*** When looking at estimates, don't simply look at the bottom line. You absolutely must compare lender fees to lender fees, as these are the only ones that the lender controls. Be sure to check that lender fees are not “hidden” down amongst the title or state fees. A lender is responsible for quoting other fees involved with a mortgage loan, but since they are third party fees – they are often under-quoted up front by a lender to make their bottom line appear lower, since they know that many consumers are uneducated and simply look at the bottom line! APR? Easily manipulated as well, and worthless as a tool of comparison.

*Fourth, **UNDERSTAND THAT INTEREST RATES AND CLOSING COSTS GO HAND IN HAND.*** This means that you can have any interest rate that you want – but you may pay more in costs if the rate is lower than the norm. On the other hand, you can pay discounted fees, reduced fees, or even no fees at all – but understand that this comes at the expense of a higher interest rate. Either of these balances might be right for you, or perhaps somewhere in between. It all depends on what your financial goals are. A professional lender will be able to offer the best advice and options in terms of the balance between interest rate and closing costs that correctly fits your personal goals.

*Fifth, **UNDERSTAND THAT INTEREST RATES CAN CHANGE DAILY, EVEN HOURLY.*** This means that if you are comparing lender rates and fees – this is a moving target on an hourly basis. For example, if you have two lenders that you just can't decide between and want a quote from each – you must get this quote at the exact same time on the exact same day with the exact same terms or it will not be an accurate comparison. You also must know the length of the lock you are looking for, since longer rate locks typically have slightly higher rates.

Again, our advice to you is to be smart. Ask questions. Get answers.

As you can imagine, we wouldn't be encouraging you to shop around if we weren't pretty confident that we feel that we can give you a great value and serve you the very best.



*THE COMPLETE MORTGAGE
PLANNING SYSTEM*

FAX TRANSMITTAL FORM

TO: Dave Holbrook

FROM:

PHONE: 407-644-0870

PHONE:

FAX: 407-628-2609

FAX:

URGENT

FOR REVIEW

DATE SENT: ___ / ___ / _____

PLEASE COMMENT

TIME SENT: ___:___ a.m. p.m.

PLEASE REPLY

NUMBER OF PAGES INCL. COVER: ___

Message:

The first step in the Complete Mortgage Planning System is for you to review the attached Mortgage Planning Package, complete the confidential financial overview and fax to my office as soon as possible. Once we receive this, we will begin your loan approval process.

My team will personally follow up with you and schedule a convenient phone appointment for the Mortgage Planning Analysis. This step in the program is designed to help you better understand the loan process and determine which loan best meets your financial needs.

I am looking forward to the opportunity to discuss your loan approval options in greater detail.

I appreciate and value your business.

Sincerely,

Dave Holbrook



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2699 LEE ROAD, SUITE 480
WINTER PARK, FL 32789
www.wellingtonfinancialgroup.com
407-644-0870 - Office
407-628-2609 - Fax