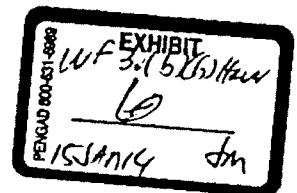


DATE: 02/11/11  
REPORT TIME: 14:02:20  
PAGE: 19,349

						TOTAL ACTIVE JR: 00		
<hr/>								
COMMISSION:								
RUB UNDERAGE:	\$	.00	VOLUMES:	AMOUNT	UNITS	TIER:	AMOUNT	UNITS
COMM ON UNDERAGE:	\$	.00	PAYLINE:	\$ 2,112,260	6	PURCH VOLUME:	\$	0
COMM ON OVERAGE:	\$	.00	SPECIALTY:	\$	0	PURCH REFERRALS:	\$	0
COMM ON ORIG FEE:	\$	1,644.01	PURCHASE:	\$	0	<hr/>		
MISC. ADJUSTMENTS:	\$	56.00-	REFI:	\$	417,602	2	REFI TIER	\$
DIRECT COMMISSIONS:	\$	988.01	<hr/>			TOTAL VOLUME:	\$	417,602
IMA - IN APPLY	\$	.00	TOTAL LIEN:	\$	0	TOTAL REFERRALS:	\$	0
OUTBOUND SPLITS:	\$	.00	RENOVATION:	\$	0	<hr/>		
INBOUND SPLITS:	\$	.00	PRICING VIOL:	\$	155,295	1	PURCH TIER	\$
ADJUSTED COMMISSION:	\$	448.01						
NET TEAM SPLITS:	\$	.00						
GUARANTEED DRAWS:	\$	.00						
CLEAR DRAWS:	\$	1,450.00						
CARRYOVER:	\$	.00						
NET DUE/OVERDRAWN:	\$	561.99-	PAID					
						MGR APPROVAL ID: 865		
						B/C APPROVAL ID: 202		

LOAN AMOUNT	CRIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	ANT PD THRU MFHM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRV/S OVR/UND	COMM CN OVR/UND
ADD ORIG FEES	BASE SR	INCENTIVES	ADJ SRV	ADJ \$ ORIG	SPLIT AMT						COMM CN CRIG FEE
155.295	1,517.50-	5,105.90	.00	.00	1,414.44-	.00	.00	.00	153.46	0 0	.00
1,537.50	0.0	0	0.0	.00		.00	.00				.00
LAST NAME: KELLEY      LOAN #: 0316294503 SC: M AU: 0035341 REPI: N BROKER: N FAM: C SEC FIN: N FLT ENW: N SZ CUST: N											
PROD ID: FIK10 ESCROW: Y EMPL: M LOAN TYPE: GR      PROG CODE: SS0TH											
REQ DATE: 12/14/10      FUNDED DATE: 01/20/11      CANCEL DATE:      LOCK DATE: 12/21/10      PRICING: Y AIP: 101.100											
MOR LMI: N PRP LMI: N DISC OVR: 102.000 SUBSIDY BPS: 0.000 RTF/EXT:      RTF/EXT1: .000											
ADD LOAN RC:      EQ APPL ID:      MISC REVENUE RC:      THRESHOLD:      GROUP:											
151.915	1,519.15-	154.84	.00	.00	21.81-	.00	.00	.00	1,186.12-	0 0	.00
1,519.15	25.0 MW	0	25.0	154.83		.00	.00				154.83
LAST NAME: MORRIS      LOAN #: 0316795764 SC: M AU: 0035341 REPI: Y BROKER: N FAM: C SEC FIN: N FLT ENW: N SZ CUST: N											
PROD ID: FIK15 ESCROW: N EMPL: M LOAN TYPE: DI      PROG CODE: PD20      RUSHP											
REQ DATE: 12/11/10      FUNDED DATE: 01/11/11      CANCEL DATE:      LOCK DATE: 12/01/10      PRICING: M AIP: 100.238											
MOR LMI: N PRP LMI: N DISC OVR: 100.250 SUBSIDY BPS: 0.000 RTF/EXT:      RTF/EXT1: .000											
ADD LOAN RC:      EQ APPL ID:      MISC REVENUE RC:      THRESHOLD:      GROUP:											
INTERNAL USE ONLY											



WF000903

PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 01/01/11 - 01/31/11

DATE: 02/11/11  
REPORT TIME: 14:02:20  
PAGE: 19.950

EMPLOYEE: 0460228 STALLMORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0035341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU WFM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRA/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SRA	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

215.667	2,356.67-	2.00	.00	.00	13.09-	.00	.00	.00	2,389.76-	0 1	.00
2,356.67	25.0	WM	0	25.0	589.16	.00	.00	.00			589.16

LAST NAME: ROBINSON LOAN #: 0017108197 SC: N AU: 0035341 REFI: Y BROKER: N FAW: C SEC PIN: N FLT LWN: N EZ CUST: N  
PROD ID: FIX10 ESCROW: Y EMPL: LOAN TYPE: DI PROD CODE: FN2PM RUSHP  
REG DATE: 12/20/10 FUNDED DATE: 01/31/11 CANCEL DATE: LOCK DATE: 12/09/10 PRICING: N AIP: 99.986  
ERR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
D LOAN RC: RO APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:

TOTALS:  
372.897 5,713.60- 3,560.74 .00 .00 1,469.74- 1,469.74- .00 .00 3,622.60- .00  
3,713.60 1,043.99 .00 1,043.99

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
77455	0116091156		AU TRUST LOSS ON CANCELLED LOAN #01160	14.00-
07456	0116109166		AU TRUST LOSS ON CANCELLED LOAN #01163	42.00-

TOTAL MISC ADJ: 56.00-

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:

EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
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\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000904

PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 02/01/11 - 02/28/11

DATE: 03/11/11  
REPORT TIME: 14:02:10  
PAGE: 17,211

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT I GSM: XXX-XX-1379 AU: 0015341 HIRE DATE: 12/01/06

COMMISSION:  
JOB UNDERPAGE: \$  
TERM ON OVERAGE: \$ 1.00  
TERM ON ORIG FEE: \$ 399.61  
MISC. ADJUSTMENTS: \$ 14.00  
DIRECT COMMISSIONS: \$ 189.61  
SMA: 1.00 APPLY: 1.00  
OUTBOUND SPLITS: \$ 1.522.42  
INBOUND SPLITS: \$ 1,522.42  
ADJUSTED COMMISSION: \$ 1,308.03  
NET TEAM SPLITS: \$ 1.00  
GUARANTEED DRAWS: \$ 1.00  
REGULAR DRAWS: \$ 1,850.00  
PREV CARRYOVER: \$ 461.99  
NET DUE/OVERDRAWN: \$ 401.94- PAID 1.00

VOLUMES: AMOUNT UNITS  
PIPELINE: \$ 1,145,504 4  
SPECIALTY: \$ 0 0  
PURCHASE: \$ 0 0  
REFI: \$ 159,842 1  
TOTAL VOLUME: \$ 159,842 1  
END LIRM: 0 0  
REINVESTMENT: \$ 0 0  
PRICING VIDE: \$ 0 0

TIER: AMOUNT UNITS  
MURCH VOLUME: \$ 0 0  
MURCH REFERRALS: \$ 0 0  
REFI TIER: \$ 0 0  
TOTAL VOLUME: \$ 159,842 1  
TOTAL REFERRALS: \$ 0 0  
MURCH TIER: \$ 159,842 1

M/R APPROVAL ID: 865  
R/C APPROVAL ID: 242

LOAN	ORIG FEE	DISC	SUBSIDY	RTP/	AMT PD	MISC	BROKER	REVENUE	ADJ	INT/S	COMM ON
AMOUNT	VARIANCE	CVR/UND		EXTS	THRU WPM	REVENUE	FEE	THRESHLD	DVR/UND	DVR/UND	DVR/UND
159,842	1,598.42-	399.61	1.00	1.00	22.99-	1.00	1.00	1.00	1,221.80-	0 1	1.00
1,598.42	25.0 WM	0	25.0	199.60	199.60	00					199.60
LAST NAME: GARCIA LOAN #: 0118631553 SC: M AU: 0015341 REFI: Y BROKER: N FAMI: C SEC PIN: N FLT DWH: N SZ CUST: N											
PROD ID: P1220 REASON: Y EMPL: LOAN TYPE: DI PROD CODE: F02FD REASON: Y											
REQ DATE: 01/26/11 FUNDED DATE: 02/28/11 CANCEL DATE: LOCK DATE: 01/12/11 PRICING: N AIP: 100.216											
MORR LMT: N PROP LMT: N DISC O/U: 100.250 SUBSIDY RPS: 0.000 RTP/EXT: RTP/EXT: 1.000											
ADD LOAN RC: RD APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:											

TOTALS:  
159,842 1,598.42- 399.61 1.00 1.00 22.99- 22.99- 1.00 1.00 1,221.80- 0 1 1.00  
1,598.42 25.0 WM 0 25.0 199.60 199.60 00 199.60

MISCELLANEOUS ADJUSTMENTS:  
ADJ # LOAN # BORROWER RC DESCRIPTION AMOUNT  
16711 0110878921 HARKER AU TRUST LOSS ON CANCELLED LOAN #01108 14.00-  
TOTAL MISC ADJ: 14.00-

INBOUND SPLITS:  
TYPE EMPLID EMPL NAME BORROWER NAME LOAN# LOAN AMT DATE TYPE SPLIT AMT  
A 0545158 BELL, JULIA L HICKS 0116632694 208,550.00 1,522.42 D 1,522.42  
TOTAL INBOUND SPLITS: 1,522.42

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000905

PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 01/01/11 - 03/31/11

DATE: 04/21/11  
REPORT TIME: 14:02:36  
PAGE: 15,826

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0035341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N  
TOTAL ACTIVE JR: 00

COMMISSION:		VOLUMES:		AMOUNT		UNITS		TIERS:		AMOUNT		UNITS	
FOR UNDERAGE:	\$												
COMM ON UNDERAGE:	\$	146.29-	PIPELINE:	\$	822,325	4		PURCH VOLUME:	\$	274,636	2		
COMM ON OVERAGE:	\$	3,550.00	SPECIALTY:	\$	0	0		PURCH REFERRALS:	\$	0	0		
COMM ON ORIG FEE:	\$	1,114.48	PURCHASE:	\$	274,636	2		REFI TIER	\$	274,636	2		
MISC. ADJUSTMENTS:	\$	185.50	REFI:	\$	413,090	2							
DIRECT COMMISSIONS:	\$	6,903.69	TOTAL VOLUME:	\$	687,726	4		TOTAL VOLUME:	\$	687,726	4		
HMA	00	APPLY	END LIEN:	\$	0	0		TOTAL REFERRALS:	\$	0	0		
OUTBOUND SPLITS:	\$	00	RENOVATION:	\$	0	0		PURCH TIER	\$	687,726	4		
INBOUND SPLITS:	\$	00	PRICING VIOL:	\$	0	0							
ADJUSTED COMMISSION:	\$	6,903.69											
NET TEAM SPLITS:	\$	00											
GUARANTEED DRAWS:	\$	00											
PLAN DRAWS:	\$	1,850.00											
CARRYOVER:	\$	803.96											
NET DUE/OVERDRAWN:	\$	4,249.73											

MOR APPROVAL ID: 865  
B/C APPROVAL ID: 282

LOAN	ORIG FEE	DISC	SUBSIDY	RTP/	AMT PD	MISC	BROKER	FEVENUE	ADJ	SRA/S	COMM ON
AMOUNT	VARIANCE	OVN/UND		EXTS	THRU WFM	REVENUE	FEES	THRESHLD	OVN/UND	OVN/UND	OVN/UND
STD ORIG	BASE	INCENTIVES		ADJ	ADJ \$	SPLIT					COMM ON
FEE	SR			SRA	ORIG	AMT					ORIG FEE

140,000  
1,800.00 45.0 P 0 53.0 954.00 .00 954.00  
LAST NAME: CPESPO LOAN #: 0113171791 SC: M AU: 0035341 REFI: N BROKER: N FAM: C SEC FIN: N FLT EWN: N EZ CUST: N  
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: BU PROG CODE:  
REQ DATE: 10/21/10 FUNDED DATE: 03/04/11 CANCEL DATE: LOCK DATE: 02/08/11 PRICING: N AIP: 101.125  
BORN LMI: N PROP LMI: N DISC O/U: SUBSIDY BPS: RTP/EXT: RTP/EXT: .000  
ADD LOAN RC: 20 APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:  
182,868 1,828.68- 914.34 .00 00 .00 .00 .00 .00 914.34- 8 B 146.29-  
1,828.68 45.0 0 45.0 422.90 .00 .00 .00 .00 422.90  
LAST NAME: ROWE LOAN #: 0117603595 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT EWN: N EZ CUST: N  
PROD ID: FIX15 ESCROW: Y EMPL: N LOAN TYPE: NT PROG CODE: FD2FD  
REQ DATE: 01/04/11 FUNDED DATE: 03/02/11 CANCEL DATE: LOCK DATE: 01/04/11 PRICING: N AIP: 100.500  
BORN LMI: N PROP LMI: N DISC O/U: 100.500 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
ADD LOAN RC: 20 APPL ID: MISC REVENUE RC: THRESHOLD: 100.750 GROUP: CP  
INTERNAL USE ONLY

WF000906

PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 01/01/11 - 03/31/11

DATE: 04/21/11  
REPORT TIME: 14:02:36  
PAGE: 15.827

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SEN: XXX-XX-1179 AU: 0035341 HIRE DATE: 12/01/06  
FRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU MPHM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SER/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES	ADJ SR	ADJ \$ ORIG	SPLIT AMT						COMM ON ORIG FEE

488,000	6,883.00-	3.00	.00	.00	.00	.00	8,600.00	1,500.00	7,100.00	50	1,550.00
6,880.00	3.0	0	.00	.00	.00	.00	.00				.00

LAST NAME: SIEBERT LOAN #: 0118451763 SC: M AU: 0035341 REPI: Y BROKER: Y FAM: N SEC PIN: N FLT ENH: N RZ CUST: N  
PROD ID: ARM11 ESCROW: N EMPL: N LOAN TYPE: NT PROG CODE:  
REQ DATE: 01/26/11 FUNDED DATE: 03/15/11 CANCEL DATE: LOCK DATE: 03/15/11 PRICING: N AIP: 102.032  
BRR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:

14,616	946.16-	546.16	.00	.00	.00	.00	.00	.00	.00	0	.00
946.16	45.0	0	.00	53.0	501.57	.00	.00	.00	.00	0	501.57

LAST NAME: ALASTRA LOAN #: 0120197118 SC: M AU: 0035341 REPI: N BROKER: N FAM: C SEC PIN: N FLT ENH: N RZ CUST: N  
PROD ID: PIX15 ESCROW: Y EMPL: N LOAN TYPE: NT PROG CODE:  
REQ DATE: 02/28/11 FUNDED DATE: 03/24/11 CANCEL DATE: LOCK DATE: 03/02/11 PRICING: N AIP: 101.000  
BRR LMI: N PROP LMI: N DISC O/U: 101.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: THRESHOLD: 100.750 GROUP: CL

230,222	2,502.22-	863.11	.00	.00	33.11-	.00	.00	.00	1,472.00-	0	.00
2,102.22	45.0	0	.00	45.0	1,035.99	.00	.00	.00	.00	0	1,035.99

LAST NAME: PECOTTE LOAN #: 0120702509 SC: M AU: 0035341 REPI: Y BROKER: N FAM: C SEC PIN: N FLT ENH: N RZ CUST: N  
PROD ID: PIX10 ESCROW: Y EMPL: N LOAN TYPE: DI PROG CODE: F22FM RUSHP  
REQ DATE: 03/09/11 FUNDED DATE: 03/31/11 CANCEL DATE: LOCK DATE: 02/25/11 PRICING: N AIP: 100.161  
BRR LMI: N PROP LMI: N DISC O/U: 100.174 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:

TOTALS:  
1,175,726 13,757.26- 4,749.01 .00 .00 33.11- 33.11- 8,600.00 .00 4,938.66 1,403.71  
13,757.26 3,314.46 .00

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
04002	0110164957	MARBER	AU TRUST LOSS ON CANCELLED LOAN #01102	14.50-
24651	0120197118	ALASTRA	LL MARCH LLA ADJUSTOR	200.00
TOTAL MISC ADJ:				185.50

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYER FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000907

RAM: ACT2399P  
ORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 03/01/11 - 03/31/11

DATE: 04/21/11  
REPORT TIME: 14:02:36  
PAGE: 15,820

EMPLOYEE: 0460328 STALLWORTH, PATRICIA K TITLE: MORTUAGE CONSULTANT I SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06  
ERA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME

RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

DATE: 05/20/11  
REPORT TIME: 14:02:15  
PAGE: 14,456

PRES CLUB: N  
TOTAL ACTIVE JR: 00

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/EXT\$	AMT PD THRU MFMH	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRS/S OVR/UND	COMM CM OVR/UND
STD ORIG FEE	RATE SR	INCENTIVES	ADJ SR	ADJ \$ ORIG	SPLIT AMT						COMM CM ORIG FEE
121,831	1,206.25-	1,266.04	.00	.00	.00	.00	.00	.00	140.21-	200 \$ CP	200.00
1,206.25	45.0	CP GP 14	CP	59.0	711.68	.00	.00	.00			711.68
LAST NAME: SNYDER      LOAN #:0319530856 SC: M AU: 0035341 RPTI: N BROKER: N FAM: O SEC FIN: N FLT EWN: N EZ CUST: N											
PROD ID: F1X10 ESCROW: Y EMPL: N LGAN TYPE: GV      PROG CODE: REOMP											
REG DATE: 03/16/11      FINCED DATE: 04/08/11      CANCEL DATE:      LOCK DATE: 01/18/11      PRICING: N AIP: 100.884											
BRR LMI: N      PROP LMI: N      DISC O/U: 100.874      SUBSIDY BPS: 0.000      RTP/EXT:      RTP/EXTV: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CP THRESHOLD: 100.750      GROUP: GL											
404,000	4,040.00-	7,370.00	.00	.00	.00	2,575.00-	.00	.00	455.00	0 \$ CP	.00
1,040.00	43.0	WW P 0	CP	43.0	1,717.20	.00	.00	.00			1,717.20
LAST NAME: HARDIN      LOAN #:0320261084 SC: M AU: 0035341 RPTI: Y BROKER: N FAM: C SEC FIN: N FLT EWN: N EZ CUST: N											
PROD ID: F1X10 ESCROW: Y EMPL: N LGAN TYPE: NT      PROG CODE: FD2FD											
REG DATE: 03/01/11      FINCED DATE: 04/29/11      CANCEL DATE:      LOCK DATE: 04/15/11      PRICING: N AIP: 101.113											
BRR LMI: N      PROP LMI: N      DISC O/U: 101.750      SUBSIDY BPS: 5.000      RTP/EXT:      RTP/EXTV: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CP THRESHOLD: 100.500      GROUP: WF											
INTERNAL USE ONLY											

PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 04/01/11 - 04/29/11

DATE: 05/20/11  
REPORT TIME: 14:02:15  
PAGE: 14,457

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015341 HIRE DATE: 12/01/06  
BRN: PRES CLUB: N

LOAN AMOUNT	ORIG FEE	DISC VARIANCE OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU MFMM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRT/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

149,953	1,599.53-	1,399.59	.00	.00	.00	.00	.00	.00	199.94-	0 % CP	.00
1,599.53	45.0	CP P 4 PI		49.0	783.76		.00				783.76
LAST NAME: HOYLE LOAN #: 0121143323 SC: M AU: 0015341 REFI: N BROKER: N FAM: C SEC FIN: N FLT ENH: N EZ CUST: N											
PROD ID: FIX30 ESCROW: Y EMPL: N LOAN TYPE: NT PROG COOR: HMPATH											
REG DATE: 03/24/11 FUNDED DATE: 04/26/11 CANCEL DATE: LOCK DATE: 03/29/11 PRICING: N AIP: 100.875											
BORR LMI: N PROP LMI: N DISC O/U: 100.875 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.750 GROUP: CP											

28,541	1,285.41-	150.68	.00	.00	36.98-	.00	.00	.00	1,161.71-	0 % CP	.00
1,285.41	45.0	WM 0 CP		45.0	578.43		.00				578.43
LAST NAME: BROWN LOAN #: 0121629172 SC: M AU: 0015341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENH: N EZ CUST: N											
PROD ID: FIX30 ESCROW: Y EMPL: N LOAN TYPE: DI PROG COOR: FD1FD RUSHP											
REG DATE: 03/28/11 FUNDED DATE: 04/29/11 CANCEL DATE: LOCK DATE: 03/17/11 PRICING: N AIP: 100.096											
BORR LMI: N PROP LMI: N DISC O/U: 100.125 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:											

TOTALS:											
414,325	9,131.19-	9,696.29	.00	.00	36.98-	2,611.98-	.00	.00	1,048.88-		200.00
4,131.19					3,811.07	.00					3,811.07

MISCELLANEOUS ADJUSTMENTS:				RC DESCRIPTION	AMOUNT
ADJ #	LOAN #	BORROWER			
25075	0319670535	AME		AU TRUST LOSS ON CANCELLED LOAN #03196	14.00-
TOTAL MISC ADJ:					14.00-

INBOUND SPLITS:						
EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	SPLIT AMT

\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:				
EMPLID	NAME	RATE	TYPE	AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000910



DATE: 06/17/11  
REPORT TIME: 14:02:17  
PAGE: 11.977

LOAN AMOUNT	ORIG FEE	DISC VARIANCE	PER CVR/UND	SUBSIDY	RTF/EXTS	AMT PD THRU	PD NPMH	MISC REVENUE	BROKER FEE	REVENUE THRSHD	ADJ CVR/UND	SRI/S CVR/UND	COMM ON CVR/UND
NET ORIG FEE	RATE	INCENTIVES			ADJ SKY	ADJ \$ ORIG		SPLIT AMT					COMM ON ORIG FEE
150.000	1,500.00-	1,875.00		.00	.00	.00		.00	.00	.00	375.00	55 5 MM	75.00
1,500.00	43.0	CF P	0	CF	43.0	645.00		.00	.00	.00			645.00
LAST NAME: FREELAND      LOAN #: 0120648827 SC: M AUM: 3035341 REPI: Y BROKER: N FAM: C SEC FIN: N FLT EWN: N RZ CUST: N													
PROD ID: PIX30    ESCROW: Y EMPL: N LOAN TYPE: HT      PROG CODE:													
REQ DATE: 04/14/11    FUNDED DATE: 05/10/11    CANCEL DATE:      LOCK DATE: 04/15/11    PRICING: N AIP: 101.250													
BORN LMI: N    PROP LMI: N    DISC O/U: 101.250 SUBSIDY BPS:      0.000 RTF/EXT:      RTF/EXT%: .000													
ADD LOAN RC:    EQ APPL ID:      MISC REVENUE RC: CF THRESHOLD: 100.750 GROUP: CF													
750.000	750.00-	285.00		.00	.00	.00		.00	.00	.00	475.00-	108 3 CF	108.80
750.00	15.0	CF	0	CF	45.0	142.00		.00	.00	.00			91.20
LAST NAME: COWENY      LOAN #: 0321528946 SC: M AUM: 3035341 REPI: N BROKER: N FAM: C SEC FIN: N FLT EWN: N RZ CUST: N													
PROD ID: PIX30    ESCROW: Y EMPL: N LOAN TYPE: HT      PROG CODE: SSOTH													
REQ DATE: 03/24/11    FUNDED DATE: 05/05/11    CANCEL DATE:      LOCK DATE: 03/24/11    PRICING: N AIP: 100.375													
BORN LMI: N    PROP LMI: N    DISC O/U: 100.375 SUBSIDY BPS:      0.000 RTF/EXT:      RTF/EXT%: .000													
ADD LOAN RC: CB RO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 100.750 GROUP: CL													
ADHOC1 SPLIT -- EMP# 0228987    NAME: HOSTETLER, DENISE      RATE: 250.00    RATE TYPE: D    AMT: 250.80													

PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 04/30/11 - 05/31/11

DATE: 06/17/11  
REPORT TIME: 14:02:17  
PAGE: 13,978

EMPLOYEE: 0460220 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU WPM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRE/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEZ	BASE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

19,479	994.79-	248.70	.00	.00	11.97-	.00	.00	.00	760.06-	0	1 CP .00
444.79	45.0	WM	0	CP	45.0	147.65	.00	.00			447.65
LAST NAME: SCOTT LOAN #: 0323152348 SC: M AU: 0015341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: PIX10 ESCROW: Y EMPL: N LOAN TYPE: DI PROG CODE: PD2PD RUSHP											
REG DATE: 04/24/11 FUNDED DATE: 05/31/11 CANCEL DATE: LOCK DATE: 03/24/11 PRICING: N AIP: 100.236											
BORR LMI: N PROP LMI: N DISC O/U: 100.250 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP:											
15,976	1,559.76-	194.97	.00	.00	.00	.00	.00	.00	1,164.79-	29	\$ MM 29.30
1,559.76	43.0	WM	0	CP	43.0	670.69	.00	.00			670.69
LAST NAME: WEST LOAN #: 0323277550 SC: M AU: 0015341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: PIX20 ESCROW: Y EMPL: N LOAN TYPE: DI PROG CODE: PD2PD RUSHP											
REG DATE: 05/02/11 FUNDED DATE: 05/31/11 CANCEL DATE: LOCK DATE: 04/20/11 PRICING: N AIP: 100.125											
BORR LMI: N PROP LMI: N DISC O/U: 100.125 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP:											

TOTALS:	181,455	4,814.55-	2,603.67	.00	.00	11.97-	11.97-	.00	.00	2,224.85-	193.10
	4,814.55					2,105.34	250.80				1,854.54

MISCELLANEOUS ADJUSTMENTS:	ADJ \$	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
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\*\*\*\* NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

INBOUND SPLITS:	TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:	EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
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\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

DATE: 07/15/11  
REPORT TIME: 14:01:57  
PAGE: 15,258

HIRE DATE: 12/01/06  
HRS CLUB: N  
TOTAL ACTIVE JR: 00

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU M/FM	MISC REVENUE	BROKER FEE	REVENUE THRESHLD	ADJ OVR/UND	SRT/S OVR/UND	COMM ON OVR/UND
STG ORIG FEE	RATE	INCENTIVES	ADJ SRT	ADJ \$ ORIG	SPLIT AMT						COMM ON ORIG FEE
540.000	8,400.00-	0.00	.00	.00	.00	.00	.00	.00	8,400.00-	0 \$ CF	.00
5,400.00	45.0 CF	0 CF	45.0	3,780.00	200.00						3,580.00
LAST NAME: WATKINS      LOAN #: 01281047951 SC: L AU: 0015941 REFI: N BROKER: N FAM: N SEC FIN: FLT ENM: EZ CUST: N											
PROD ID: ALB71 ESCROW: Y ENPL: N LCAS TYPE: CC      PROG CODE:      LOCK DATE: 04/18/11      PRICING: N AIP: 100.000											
REG DATE: 04/13/11      FUNDED DATE: 06/30/11      CANCEL DATE:      RTP/EXTS: .000											
MORR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTF/EXT:      RTP/EXTS: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:      RATE: 200.00      RATE TYPE: D AMT: 200.00											
ADHOC1 SPLIT -- EMP#S: 0228987 NAME: HOSTETLER, DENISE											
118,206	3,182.06-	1,193.27	.00	.00	.00	.00	.00	.00	3,188.79-	0 \$ CF	.00
1,182.06	43.0 KW	0 CF	43.0	1,168.28	.00						1,168.28
LAST NAME: KRITH      LOAN #: 0324257821 SC: M AU: 0015341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENM: N EZ CUST: N											
PROD ID: F1X30 ESCROW: Y ENPL: N LCAS TYPE: DI      PROG CODE: FN2FW      RUSHP      LOCK DATE: 05/06/11      PRICING: N AIP: 100.175											
REG DATE: 05/23/11      FUNDED DATE: 06/10/11      CANCEL DATE:      RTP/EXTS: .000											
MORR LMI: N PROP LMI: N DISC O/U: 100.374 SUBSIDY BPS: 0.000 RTF/EXT:      RTP/EXTS: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:      INTERNAL USE ONLY											

PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 06/01/11 - 06/30/11

DATE: 07/15/11  
REPORT TIME: 14:01:57  
PAGE: 15,259

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0035141 HIRE DATE: 12/01/06  
SRA: TRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU WPM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRA/S OVR/UND	COMM ON OVR/UND
STD ORIG FEE	RATE SR	INCENTIVES		ADJ SRA	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

170,180	3,705.80	- 1,242.58	.00	.00	.00	.00	.00	.00	461.22	0 \$ CP	.00
3,705.80	43.0	NW P	0 CP	43.0	1,593.49	.00	.00	.00			1,593.49

LAST NAME: COUTU LOAN #: 0324651369 SC: M AU: 0035141 REPI: Y BROKER: N FAM: C SEC FIN: N FLT ENH: N RZ CUST: N  
PROD ID: PTX15 RESCROW: Y EMPL: N LOAN TYPR: NT PROD CODE: FDZPD  
REG DATE: 06/01/11 FUNDED DATE: 06/10/11 CANCEL DATE: LOCK DATE: 06/02/11 PRICING: N AIP: 100.875  
ERR LMI: N PROP LMI: N DISC O/U: 100.875 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000  
LOAN RC: NO APPL ID: MISC REVENUE RC: CF THRESHOLD: 100.500 GROUP: HF

TOTALS:	1,528,786	15,287.86	- 4,435.85	.00	.00	.00	200.00	.00	.00	10,852.01	.00
	15,287.86				4,742.77						6,541.77

MISCELLANEOUS ADJUSTMENTS:  
ADJ # LOAN # BORROWER RC DESCRIPTION AMOUNT

\*\*\*\* NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

INBOUND SPLITS:  
TYPE EMPLID EMPL NAME BORROWER NAME LOANS LOAN AMT RATE TYPE SPLIT AMT

\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000914

DATE: 08/12/11  
REPORT TIME: 14:02:12  
PAGE: 15.001

MIKE DATE: 13401406

						PRES CLUB: N		
						TOTAL ACTIVE JR: 30		
<hr/>								
COMMISSION:			VOLUMES:			TIER:		
ON UNDERAGE:	\$	.00		AMOUNT	UNITS	PURCH VOLUME:	\$	151,070
COMM ON UNDERAGE:	\$	.00		\$ 813,577	4	PURCH REFERRALS:	\$	3
COMM ON COVERAGE:	\$	176.33		SPECIALTY:	\$ 0	0		
COMM ON ORIG PRE:	\$	1,223.67		PURCHASE:	\$ 151,070	1		
MISC. ADJUSTMENTS:	\$	.00		REF:	\$ 135,000	1		
DIRECT COMMISSIONS:	\$	1,400.00		<hr/>				
RMA .30 APPLY	\$	.00		TOTAL VOLUME:	\$ 286,070	2	TOTAL VOLUME:	\$ 286,070
OUTBOUND SPLITS:	\$	.00		END LIRM:	\$ 0	0	TOTAL REFERRALS:	\$ 0
INBOUND SPLITS:	\$	.00		RENOVIATION:	\$ 0	0		
ADJUSTED GROSS COMM:	\$	1,400.00		PRICING VIOL:	\$ 0	0	PURCH TIER	\$ 286,070
NRT TEAM SPLITS:	\$	.00		<hr/>				
GUARANTEED ADVANCE:	\$	.00 AT		REGULAR HOURS:				
REGULAR ADVANCE:	\$	1,932.00 AT		OVERTIME HOURS:				
PREV CARRYOVER:	\$	.00		DOUBLETINE HOURS:				
NRT DUE/OVERDRAWM:	\$	522.00		OVERTIME PREMIUM:				
				PAID .30				
			MGR APPROVAL ID: MCM					
			H/C APPROVAL ID: KHS					

STO	ORIG	PER	BASE	INCENTIVES	ADJ	ADJ	SPLIT	ORIG	AMT	THRU	WFMH	MISC	REVENUE	BROKER	FEE	PERCENT	THRESHLD	ADJ	OVR/LND	SPR/9	OVR/LND	LYON	ON	LYON	ON	
STO	ORIG	PER	BASE	INCENTIVES	ADJ	ADJ	SPLIT	ORIG	AMT	THRU	WFMH	MISC	REVENUE	BROKER	FEE	PERCENT	THRESHLD	ADJ	OVR/LND	SPR/9	OVR/LND	LYON	ON	LYON	ON	
151.070	1,495.75-	1,965.59	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	2,469.84	56	3	NW	56.83	56.83	56.83	56.83	
1,495.75	43.0	CP	0	CP	43.0	43.0	541.17	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	2,469.84	56	3	NW	56.83	56.83	56.83	56.83	
LAST NAME:	KESSEE	LOAN #:	0277265435	SC:	E AU:	0035341	PEPI:	N	BROKER:	N	FAM:	0	SEC FIN:	N	FLT DMN:	N	EZ CUST:	N								
ROD ID:	PIXIS	KSCROW:	Y	PMPL:	N	LOAN TYPE:	CV	PROG CODE:																		
W/ DATE:	06/03/11	FUNDED DATE:	07/18/11	CANCEL DATE:																						
PRR LMI:	N	PROP LMI:	N	DISC O/U:	102.425	SUBSIDY BPS:	0.000	RTP/EXT:																		
ADD LOAN RC:	80	APPL ID:	094-6137451	MISC REVENUE PC:	CF	THRESHOLD:	101.000	GROUP:	GP																	
119.000	1,350.00-	675.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	675.00-	119	3	NW	119.50	119.50	119.50	119.50	
1,350.00	43.0	CP	0	CP	43.0	43.0	580.50	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	675.00-	119	3	NW	119.50	119.50	119.50	119.50	
LAST NAME:	SMITH	LOAN #:	0405182226	SC:	E AU:	0035341	PEPI:	Y	BROKER:	N	FAM:	C	SEC FIN:	N	FLT DMN:	N	EZ CUST:	N								
ROD ID:	PIXIS	KSCROW:	Y	PMPL:	N	LOAN TYPE:	NT	PROG CODE:																		
W/ DATE:	05/24/11	FUNDED DATE:	07/25/11	CANCEL DATE:																						
PRR LMI:	N	PROP LMI:	N	DISC O/U:	100.500	SUBSIDY BPS:	0.000	RTP/EXT:																		
ADD LOAN RC:	80	APPL ID:		MISC REVENUE PC:	CF	THRESHOLD:	100.750	GROUP:	CF																	
TOTALS:																										
-46.070	2,845.75-	4,640.59	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	1,794.84								
2,845.75							1,223.67	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	1,794.84								

MISCELLANEOUS ADJUSTMENTS:				
ADJ #	LOAN #	SUBPRIMER	RE DESCRIPTION	AMOUNT

.... NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ....

INBOUND SPLITS:							
TYPE	EMPLID	EMPL NAME	BORPOWER NAME	LOANS	LOAN AMT	RATE	SPLIT AMT

\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

GRAM: ACT2399P  
ORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 07/01/11 - 07/29/11

DATE: 08/12/11  
REPORT TIME: 14:02:11  
PAGE: 15.062

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT I SSN: XXX-XX-1179 AU: 0015341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME

RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000916

DATE: 09/23/11  
REPORT TIME: 14:02:17  
PAGE: 15/550

1984

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTG/ RTS	AMT PD THRU WFOH	MISC REVENUE	BROKER FEES	REVENUE THRESHD	ADJ OVR/UND	CRG/S OVR/UND	CONDN ON OVR/UND
STD ORIG FEE	BASE OR	INCENTIVES		ADJ FEE	ADJ \$ ORIG	SPLIT AMT					CONDN ON ORIG FEE

[illegible]

\*\*\*\* NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

.... NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ....

\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*  
INTERNAL USE ONLY

DATE: 10/31/11  
REPORT TIME: 14:02:05  
PAGE: 16/318

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU WPMN	MISC REVENUE	BROKER FEE	REVENUE THRESHLD	ADJ OVR/UND	SRI/S OVR/UND	COMM CN OVR/UND
STD ORIG FEE	BASR SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM CN ORIG FEE
74.073	133.40-	1,374.03	.00	.00	.00	.00	.00	.00	840.43	274 \$ MN	274.63
713.40	58.0	CF G	0	CF	58.0	425.37	.00	.00			425.37
LAST NAME: BEGGS      LOAN #: 0277186236 SC: S AU: 0015311 REF1: N BROKER: N FAM: G SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: PIXIO      ESCROW: Y ENPL: N LOAN TYPE: GV      PROG CODE:											
REG DATE: 08/26/11      FUNDED DATE: 03/12/11      CANCEL DATE:      LOCK DATE: 08/29/11      PRICING: N AIP: 102.146											
HRR LMI: N      PROF LMI: N      DISC O/U: 102.124      SUBSIDY BPS: 0.000      RTF/EXT:      RTF/EXT: .000											
ADD LOAN RC:      EO APPL ID: 094-6376898      MISC REVENUE RC: CF THRESHOLD: 101.000      GROUP: GU											
103.970	1,059.70	529.85	.00	G0	.00	.00	.00	.00	529.85-	244 \$ MN	244.31
1,059.70	43.0	MM	0	CF	43.0	155.67	.00	.00			155.67
LAST NAME: PROST JR      LOAN #: 0326881212 SC: M AU: 0035141 REF1: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: PIX20      ESCROW: Y ENPL: N LOAN TYPE: NT      PROG CODE: FN1FM											
REG DATE: 07/22/11      FUNDED DATE: 03/16/11      CANCEL DATE:      LOCK DATE: 07/20/11      PRICING: N AIP: 100.500											
HRR LMI: N      PROF LMI: N      DISC O/U: 100.500      SUBSIDY BPS: 0.000      RTF/EXT:      RTF/EXT: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 100.750      GROUP: CL											
INTERNAL USE ONLY											



PROGRAM: ACT1399P  
REPORT: ACT1399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 09/01/11 - 09/30/11

DATE: 10/31/11  
REPORT TIME: 14:02:05  
PAGE: 16,319

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0035341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE	DISC	SUBSIDY	RTF/ EXTS	AMT PD THRU WFMH	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRS/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SRA	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE
425,000	4,240.00-	7,437.50	.00	.00	.00	.00	.00	.00	1,187.50	0 \$ CP	.00
4,240.00	43.0	WM P	0 CP	43.0	1,927.50	.00	.00	.00			1,927.50
LAST NAME: SCHMACK LOAN #: 0127174991 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SRC PIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: NT PROX LOUR: WASSBT PD2PD HIRAL											
REG DATE: 07/27/11 FUNDED DATE: 09/14/11 CANCEL DATE: LOCK DATE: 08/05/11 PRICING: N AIP: 101.750											
BORR LMI: N PROP LMI: N DISC O/U: 101.750 SUBSIDY BPS: 0.000 RTF/EXT: REX1 RTF/EXT: .500											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.500 GROUP: HF											
167,000	1,670.00-	1,252.50	.00	.00	.00	.00	.00	.00	417.50-	0 \$ CP	.00
1,670.00	43.0	WM	0 CP	43.0	718.10	.00	.00	.00			718.10
LAST NAME: RAIDER LOAN #: 0127263885 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX15 ESCROW: Y EMPL: N LOAN TYPE: NT PROG CODE: FD2PD											
REG DATE: 07/29/11 FUNDED DATE: 07/08/11 CANCEL DATE: LOCK DATE: 08/03/11 PRICING: N AIP: 100.750											
BORR LMI: N PROP LMI: N DISC O/U: 100.750 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.750 GROUP: CP											
101,000	1,010.00-	797.50	.00	.00	.00	.00	.00	.00	4,272.50-	U \$ CP	.00
1,010.00	43.0	WM	0 CP	43.0	1,102.90	.00	.00	.00			1,102.90
LAST NAME: MULLEN LOAN #: 0128035746 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX15 ESCROW: Y EMPL: N LOAN TYPE: NT PROG CODE: FD2PD											
REG DATE: 09/11/11 FUNDED DATE: 09/30/11 CANCEL DATE: LOCK DATE: 08/11/11 PRICING: N AIP: 100.250											
BORR LMI: N PROP LMI: N DISC O/U: 100.250 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.500 GROUP: HF											
119,945	1,438.45-	3.00	.00	.00	.00	.00	.00	.00	1,498.45-	55 \$ MN	55.67
1,199.45	43.0	WM	0 CP	43.0	444.33	.00	.00	.00			444.33
LAST NAME: KNESTRICK LOAN #: 0129180989 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SRC PIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX15 ESCROW: Y EMPL: N LOAN TYPE: DI PROG CODE: FNI2FN PUSHN											
REG DATE: 09/01/11 FUNDED DATE: 09/30/11 CANCEL DATE: LOCK DATE: 08/03/11 PRICING: N AIP: 100.000											
BORR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:											

INTERNAL USE ONLY

WF000919

PROGRAM: ACT3399P  
REPORT: ACT3399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 09/01/11 - 09/30/11

DATE: 10/31/11  
REPORT TIME: 14:02:05  
PAGE: 16,320

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT I SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU MPN	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRA/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE
224,169	2,219.50	4,203.17	.00	.00	.00	.00	.00	.00	1,983.67	0 \$ CF	.00
2,219.50	58.0	CP G	0	CP	58.0	1,287.31	.00	.00			1,287.31
LAST NAME: STURM LOAN #: 0405410059 SC: K AU: 0015141 REFI: N BROKER: N FAM: G SEC PIN: N FLT INM: N RZ CUST: N											
PROD ID: PIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:											
REG DATE: 08/11/11 FUNDED DATE: 09/13/11 CANCEL DATE: LOCK DATE: 08/11/11 PRICING: N AIP: 101.894											
ERR LMI: N PROP LMI: N DISC O/U: 101.875 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
LOAN AC: EO APPL ID: 094-6167984 MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: GF											
TOTALS:											
1,149,057	14,461.05	15,754.57	.00	.00	.00	.00	.00	.00	1,293.52		574.63
14,461.05					5,661.18	.00					6,661.18

MISCELLANEOUS ADJUSTMENTS:  
ADJ # LOAN # BORROWER RC DESCRIPTION AMOUNT

\*\*\*\* NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

INBOUND SPLITS:  
TYPE EMPLID EMPL NAME BORROWER NAME LOAN# LOAN AMT RATE TYPE SPLIT AMT

\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000920

REPORT DATE: 11/17/11  
TIME: 14:02:13  
PAGE: 10,229



NEW UNIFORMS:		VOLUMES:		UNITS:		TIER:		AMOUNT:		UNITS:	
TEAM ON UNIFORMS:	\$ 0.00	PIPELINE:	\$ 412,500	1	FINCH VOLUME:	\$ 0	0	1			
TEAM ON CRUISE:	\$ 131.54	SERIALTY:	\$ 0	0	FINCH REFERRALS:	\$ 0	0	0			
TEAM ON CRUISE TRIP:	\$ 2,299.24	PERKASH:	\$ 0	0	PEPI TIER:	\$ 0	0	0			
WISC. ADJUSTMENTS:	\$ 0.00	PEPI:	\$ 514,700	1							
DIRECT COMMISSIONS:	\$ 2,430.70										
TEAM APPLY:	\$ 0.00	TOTAL VOLUME:	\$ 514,700	2	TOTAL VOLUME:	\$ 514,700	2				
UNIFORM SPLITS:	\$ 0.00	NO CLIM:	\$ 0	0	TOTAL REFERRALS:	\$ 0	0				
INBOUND SPLITS:	\$ 0.00	RENOVATION:	\$ 0	0	FINCH TIER:	\$ 514,700	2				
ADJUSTED GROSS TEAM:	\$ 2,430.70	PRICING VIO:	\$ 0	0	REGULAR HOURS:	\$ 150,500					
NET TEAM SPLITS:	\$ 0.00				OVERNIGHT HOURS:	\$ 100					
GUARANTEED ADVANCE:	\$ 0.00 AT				DOUBLETIME HOURS:	\$ 100					
REGULAR ADVANCE:	\$ 1,702.00 AT				OVERNIGHT PREMIUM:	\$ 10					
PREV CARRYOVER:	\$ 0.00										
NET DUE/OVERDUE:	\$ 528.70	PAID	100		W/C APPROVAL ID:	W/C					
					H/C APPROVAL ID:	J2A					

STANDARD AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU WFOH	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	CRF/S OVR/UND	CONDN ON OVR/UND
STD ORIG FEE	BASE LN	INCENTIVES		ADJ CRF	ADJ \$ ORIG	SPLIT AMT					CONDN ON ORIG FEE

137,200	1,122.00-	2,993.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	661.08	131	9 MN	131.54
1,122.00	43.0	NN Q	0	CP	41.0	568.44	.00	.00	.00	.00	.00				148.46
LAST NAME: MARRIS      LOAN #:0327511857 SC: N ADJ: 0015341 REFI: Y BROKRR: N FAM: Q SEC FIN: N FLT LWN: H EZ CUST: N															
PROD ID: F1X30    EBOOKY: Y ENPL: N LOAN TYPE: TV      PROD CODE: WBSRVC															
PBG DATE: 06/03/11    FUNDED DATE: 10/33/11    CANCEL DATE:															
LACK DATE: 09/19/11    PRICING: N AID: 101.500															
NORM INT: N PROP INT: N DISC O/U: 101.500 SUBSIDY BPS: 0.000 RTP/EXT: RSL1 RTP/EXTB: .520															
ADJ LOAN RC: RO APPL ID: MISG REVENUE RC: CP THRESHOLD: 101.000 GROUP: CP															

103,508 4,025.00- 9,019.81 .00 .00 .00 .00 .00 1,006.27- 0 \$ CF .00  
4,025.00 41.0 KM 0 CF 41.0 1,710.78 .00 1,710.78  
LAST NAME: ROYD JR LEAN #: 0311815827 SC: M AU: 0015141 REFI: Y BROKER: N FAM: C SEC PIN: N FLT OWN: N RZ CUST: N  
TRCD ID: PIXIN RSCMON: Y EMPL: N LOAN TYPE: DI PROG CODE: FNF2FN RUSHP  
REQ DATE: 10/18/11 FINDER DATE: 10/11/11 CANCEL DATE: LOCK DATE: 08/11/11 PRICING: N AID: 100.750  
FMR LMT: N PROP LMT: N DISC O/U: 100.750 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT0: .300  
CD LOAN RC: CD APPL ID: MISC REVENUE RC: 101.000 GROUP:

TOTALS:									
116,700	5,147.08	- 5,001.81	.00	.00	.00	.00	.00	.00	145.27
5,147.00				2,299.24	.00				2,299.24

MISCELLANEOUS ADJUSTMENTS:				
NOJ #	LOAN #	DEBITOR	RC DESCRIPTION	AMOUNT

.... NO MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ....

[illegible]

\*\*\*\* NO INBOARD SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

RAM: ACT2399P  
RT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 10/01/11 - 10/31/11

DATE: 11/17/11  
REPORT TIME: 16:02:11  
PAGE: 18,230

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT I SSN: XXX-XX-1179 AU: 0035141 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME

RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

DATE: 12/16/11  
REPORT TIME: 14:02:10  
PAGE: 19.401

COMMISSION:						PRES' CLUB: A					
BOB UNDERAGE: \$						TOTAL ACTIVE SR: 00					
COMM ON UNDERAGE: \$ .00											
COMM ON OVERAGE: \$ .00											
COMM ON CRIG FEE: \$ 1,073.28											
MISC. ADJUSTMENTS: \$ 989.00											
DIRECT COMMISSIONS: \$ 2,062.28											
SMA .00 APPLY											
OUTBOUND SPLITS: \$ .00											
INBOUND SPLITS: \$ .00											
ADJUSTED GROSS COMM: \$ 2,062.28											
NET TEAM SPLITS: \$ .00											
GUARANTEED ADVANCE: \$ .00 AT											
TEAM ADVANCE: \$ 2,040.00 AT											
CARRYOVER: \$ .00											
NET DUE/OVERDRAWN: \$ 22.28											
PAID .00											
MGR APPROVAL ID: HON											
B/C APPROVAL ID: JZE											

[illegible]

TOTALS:	49,600	2,496.00	1,560.00	.00	.00	.00	.00	.00	936.00	.00
	2,496.00			1,073.28		.00				1,073.28

MISCELLANEOUS ADJUSTMENTS:				
ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
A2278	0131524645	STALLWORTH	TP TRUST LOSS ON CANCELLED LOAN #01315	11.00-
72174			KU PER TPA, PATRICIA IS TO RECEIVE \$50	1,000.00
TOTAL MISC ADJ:				989.00

[illegible]

\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

RAM: ACT2399P  
RT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 11/01/11 - 11/30/11

DATE: 12/16/11  
REPORT TIME: 14:02:18  
PAGE: 19,402

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SEN: XXX-KX-1379 AU: 0035341 HIRE DATE: 12/01/06  
ERA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME

PATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000924

DATE: 01/12/12  
REPORT TIME: 14:02:59  
PAGE: 18.972

[illegible]

LEAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU WFM	MISC REVENUE	BROKER FEES	REVENUE THRSHLD	ADJ OVR/UND	SRI/S OVR/UND	COMM CN OVR/UND
STD ORIG FEE	RASK SR	INCENTIVES		ADJ SRI	ADJ \$ ORIG	SPLIT AMT					COMM CN ORIG FEE

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133.500 1,535.00- 999.38 .00 .00 .00 .00 .00 .00 575.42- 39 $ MM 39.95
LAST NAME: BAKER JR LOAN N:0310941725 SC: M AU: 0035341 REPI: Y BROKER: N FAM: C SEC FIN: N FLT ENH: N EZ CUST: M
PROD ID: PIX15 ESCROW: Y EMPL: N LOAN TYPE: HT PROG CODE: F2F2F
REG DATE: 10/03/11 FUNDED DATE: 12/13/11 CANCEL DATE: LOCK DATE: 10/05/11 PRICING: N AIP: 100.625
HRR LMI: N PROP LMI: N DISC O/U: 100.625 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.750 GROUP: CP

243.662 2,412.50- 1,827.47 .00 .00 .00 .00 .00 .00 595.03- 0 $ CP .00
LAST NAME: MASONE LOAN N:040522227 SC: B AU: 0035341 REPI: N BROKER: N FAM: D SEC FIN: N FLT ENH: N EZ CUST: M
PROD ID: PIX30 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:
REG DATE: 09/28/11 FUNDED DATE: 12/23/11 CANCEL DATE: LOCK DATE: 12/06/11 PRICING: N AIP: 100.750
HRR LMI: N PROP LMI: N DISC O/U: 100.750 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000
ADD LOAN RC: RO APPL ID: 094-6431981 MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP: CP
INTERNAL USE ONLY

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PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 12/01/11 - 12/10/11

DATE: 01/12/12  
REPORT TIME: 14:02:59  
PAGE: 18,973

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SEN: XXX-XX-1179 AU: 0035341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTF/ EXTS	AMT PD THRU WTHM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRI/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE OR	INCENTIVES		ADJ SRI	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

284,450	2,864.50-	716.13	.00	.00	.00	.00	.00	.00	2,148.37-	0 \$ CP	.00
2,464.50	43.0	WN Q	0 CF	43.0	1,231.73	.00	.00	.00			1,231.73

LAST NAME: GREESE LOAN #: 04066012807 SC: R AU: 0035341 REPT: Y BROKER: N FAM: G SEC PIN: N FLT LWN: N EZ CUST: N  
PROD ID: PIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:  
REQ DATE: 10/20/11 FUNDED DATE: 12/30/11 CANCEL DATE: LOCK DATE: 11/02/11 PRICING: N AIP: 100.250  
ERR LMI: N PROP LMI: N DISC O/U: 100.250 SUBSIDY BPS: 0.000 RTF/EXT: .000  
D LOAN RC: ED APPL ID: 17176152678 MISC REVENUE RC: CF THRESHOLD: 100.750 GROUP: BF

TOTALS:

493,612	6,812.00-	3,502.98	.00	.30	.20	.00	.00	.00	3,109.02-		19.95
6,812.00				2,929.15		.00					2,929.15

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
40868	0405546565		TP TRUST LOSS ON CANCELLED LOAN #04055	11.00-
39173			BU PER IPA, PATRICIA IS TO RECEIVE \$50	500.00
TOTAL MISC ADJ:				489.00

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:

EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
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\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY



DATE: 02/10/12  
REPORT TIME: 14:02:54  
PAGE: 17.613

COMMISSION:						TOTAL ACTIVE JR: 00					
BOB UNDERAGE:	\$		VOLUMES:	AMOUNT	UNITS	TIER:	AMOUNT	UNITS			
COMM ON UNDERAGE:	\$	.00	PICKLINER:	\$ 219,438	5	PURCH VOLUME:	\$ 202,638	2			
COMM ON OVERAGE:	\$	727.02	SPECIALTY:	\$ 0	0	PURCH REFERRALS:	\$ 0	3			
COMM ON ORIG FEE:	\$	2,072.98	PURCHASE:	\$ 202,628	2						
MISC. ADJUSTMENTS:	\$	12.00	REFI:	\$ 281,466	2						
DIRECT COMMISSIONS:	\$	2,778.00				REFI TIER	\$ 202,638	2			
HMA .00 APPLY	\$	.00									
INBOUND SPLITS:	\$	.00	TOTAL VOLUME:	\$ 484,094	4	TOTAL VOLUME:	\$ 484,094	4			
INBOUND SPLITS:	\$	.00	END LIEN:		0	TOTAL REFERRALS:	\$ 0	0			
ADJUSTED GROSS COMM:	\$	2,778.00	RENOVATION:	\$ 0	0						
NET TEAM SPLITS:	\$	.00	PRICING VIOL:	\$ 0	3	PURCH TIER	\$ 484,094	4			
GRANTED ADVANCE:	\$	.00 AT				REGULAR HOURS:	181.500				
TEAM ADVANCE:	\$	1,986.00 AT				OVERTIME HOURS:	.000				
CARRYOVER:	\$	.00				DOUBLETIME HOURS:	.000				
NET OUE/OVERDRAWN:	\$	792.00				OVERTIME PREMIUM:	\$ .00				
			PAID								
						WCR APPROVAL ID:	HCN				
						N/C APPROVAL ID:	J24				

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU NFHM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRI/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE OR	INCENTIVES		ADJ SRI	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE
111.479	1,101.78-	1,972.19	.00	.00	.00	.00	.00	.00	670.41	140 \$ MM	140.23
1,101.79	43.0 CF G	0 CF	43.0		559.76	.00	.00				559.76
LAST NAME: VELASQUEZ LOAN #: 0113243525 SC: M AU: 0035341 REFI: N BROKER: N FAM: G SEC FIN: N FLT DWN: N EZ CUST: N											
PROD ID: F1X10 ESCROW: Y ENPL: N LOAN TYPE: GV PROD CODE:											
REQ DATE: 12/09/11 FUNDED DATE: 01/28/12 CANCEL DATE: LOCK DATE: 12/09/11 PRICING: M AIP: 101.515											
GRR LMI: N PROP LMI: N DISC O/U: 101.500 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
ADD LOAN RC: RO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: GP											
71.149	724.45-	2,221.41	.00	.00	.00	.00	.00	.00	1,516.96	197 \$ MM	197.09
104.45	43.0 CF G	0 CF	43.0		102.91	.00	.00				102.91
LAST NAME: ZULITA LOAN #: 0114615242 SC: M AU: 3035141 REFI: N BROKER: N FAM: G SEC FIN: N FLT DWN: N EZ CUST: N											
PROD ID: F1X10 ESCROW: Y ENPL: N LOAN TYPE: GV PROD CODE: SSOTH											
REQ DATE: 12/11/11 FUNDED DATE: 01/11/12 CANCEL DATE: LOCK DATE: 12/15/11 PRICING: M AIP: 103.156											
GRR LMI: N PROP LMI: N DISC O/U: 103.125 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
ADD LOAN RC: RO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: CH											
INTERNAL USE ONLY											

PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 12/11/11 - 01/31/12

DATE: 02/10/12  
REPORT TIME: 14:02:54  
PAGE: 17.620

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE	DISC	SUBSIDY	RTF/ EXTS	AMT PD THRU WPM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRI/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

128,705	1,287.05-	0.00	.00	.00	.00	.00	.00	.00	1,287.05-	146 \$ MM	146.57
1,287.05	43.0 MM	0	CF	43.0	553.43	.00	.00	.00			553.43
LAST NAME: BRUNS LOAN #: 0114749157 SC: M AU: 0015341 REPI: Y BROKER: N FAM: C SEC PIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: D1 PROG CODE: FN2PM RUSHP											
REQ DATE: 12/16/11 FUNDED DATE: 01/31/12 CANCEL DATE: LOCK DATE: 12/08/11 PRICING: N AIP: 100.000											
RORR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP:											

152,740	1,527.60-	181.90	.00	.00	.00	.00	.00	.00	1,145.70-	43 \$ MM	43.13
1,527.60	43.0 MM	0	CF	43.0	456.86	.00	.00	.00			456.86
LAST NAME: OTERO LOAN #: 0315891198 SC: M AU: 0015341 REPI: Y BROKER: N FAM: C SEC PIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX15 ESCROW: Y EMPL: N LOAN TYPE: D1 PROG CODE: PD2PD RUSHP											
REQ DATE: 01/11/12 FUNDED DATE: 01/31/12 CANCEL DATE: LOCK DATE: 12/20/11 PRICING: N AIP: 100.250											
RORR LMI: N PROP LMI: N DISC O/U: 100.249 SUBSIDY BPS: 0.000 RTF/EXT: RTF/EXT: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP:											

TOTALS:

184,091	4,820.68-	4,577.50	.00	.00	.00	.00	.00	.00	241.39-		727.02
4,820.68				2,072.96	.00	.00					2,072.96

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC	DESCRIPTION	AMOUNT
11120	3128199559	DOTSON	TP	TRUST LOSS ON CANCELLED LOAN #01281	11.00-
11121	3111014522		TP	TRUST LOSS ON CANCELLED LOAN #01310	11.00-
TOTAL MISC ADJ:					22.00-

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOANS	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:

EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
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\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY



PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 02/01/12 - 02/29/12

DATE: 03/21/12  
REPORT TIME: 14:02:41  
PAGE: 20.016

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015341 HIRE DATE: 12/01/06  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU M/FIN	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRA/S OVR/UND	COMM ON OVR/UND
STD ORIG FEE	RATE SR	INCENTIVES		ADJ SRA	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

163,450	1,634.50-	1,021.56	.00	.00	.00	.00	.00	.00	612.94-	0 \$ CP	.00
1,614.50	41.0 WW	0 CP	.00	.00	102.83	.00	.00	.00			102.83

LAST NAME: THOMPSON LOAN #: 0337404017 SC: N AU: 0015341 REPI: Y BROKER: N FAM: C SEC PIN: N FLT LNN: N RZ CUST: N  
PROD ID: FX23 BSCROW: Y ENPL: N LOAN TYPE: D1 PROD CODE: FD2FD RUSHP  
REQ DATE: 02/08/12 FUNDED DATE: 02/29/12 CANCEL DATE: LOCK DATE: 01/04/12 PRICING: N AIP: 100.625  
ARR LMI: N PROP LMI: N DISC O/U: 100.625 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000  
LOAN RC: 00 APPL ID: MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:

TOTALS:	278,050	3,740.50-	1,800.31	.00	.00	.00	.00	.00	59.81		494.42
	1,740.50				1,908.41	.00	.00	.00			1,608.41

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
22992	0277427779		TP UNCOLLECTED FEES ON LOAN #027742777	22.00-
22993	0335692653	KAY	TP UNCOLLECTED FEES ON LOAN #033569265	11.00-

TOTAL MISC ADJ: 33.00-

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOANS	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*

ASSOCIATE COMMISSION SPLITS:

EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
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\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

DATE: 04/20/12  
REPORT TIME: 14:02:26  
PAGE: 19/23

PHES CLUB: N  
TOTAL ACTIVE JR: 00

LOAN AMOUNT	ORIG FEE	DISC	SUBSIDY	RTP/	AMT PD	MISC	BROKER	REVENUE	ADJ	SRI/S	CCOM CN
	VARIANCE	OV/UND		EXTS	THRU WPMN	REVENUE	FEES	THRESHLD	OV/UND	OV/UND	OV/UND
NET ORIG	RATE	INCENTIVES		ADJ	ADJ \$	SPLIT					CCOM CN
FEE	R			SRN	ORIG	AMT					ORIG FEE
155.944	1.544.00-	1.544.51	.00	.00	.00	.00	.00	.00	179.49-	16 \$ MN	168.08
1.544.00	11.0	PR G	0	CF	41.0	563.92	.00	.00			463.92
LAST NAME: MURRAY      LOAN #: 0337173496 SC: M AU: 0035341 REFI: N BROKER: N FAM: C SEC FIN: N FLT EWN: N EZ CUST: N											
PROD ID: PIX15      ESCROW: Y ENPL: N LOAN TYPE: CV      PROG CODE: SSOTH											
REG DATE: 02/22/12      FUNDED DATE: 03/16/12      CANCEL DATE:      LOCK DATE: 02/23/12      PRICING: N AIP: 100.884											
RGR LMI: N      PROP LMI: N      DISC O/U: 100.875      SUBSIDY BPS: 0.000      RTP/EXT:      PTP/EXT: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 101.000      GROUP: GP											
REFERRAL SPLIT -- EMP#S: BADEMPL NAME: RAD EMPLOYEE NUMBER      RATE: .00      RATE TYPE: B      AMT: .00											
121.375	0.00	0.00	.00	.00	.00	.00	.00	.00	.00	169 \$ MN	169.40
1.213.75	43.0	CF	0	CF	43.0	530.59	.00	.00			510.59
LAST NAME: CHIU      LOAN #: 0337872048 SC: M AU: 0035341 REFI: Y BROKER: N FAM: C SEC FIN: N FLT EWN: N EZ CUST: N											
PROD ID: FIX10      ESCROW: N ENPL: N LOAN TYPE: DI      PROG CODE: F02FD      BUSHP											
REG DATE: 02/11/12      FUNDED DATE: 03/10/12      CANCEL DATE:      LOCK DATE: 02/11/12      PRICING: N AIP: 101.000											
RGR LMI: N      PROP LMI: N      DISC O/U: 0.000      SUBSIDY BPS: 0.000      RTP/EXT:      PTP/EXT: .000											
ADD LOAN RC:      EO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 101.000      GROUP:      INTERNAL USE ONLY											

PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 01/01/12 - 03/30/12

DATE: 04/20/12  
REPORT TIME: 14:02:26  
PAGE: 19,424

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015141 HIPE DATE: 12/01/06  
SRA: IRES CLUB: N

LOAN AMOUNT	ORIG FEE	DISC	SUBSIDY	RTF/ EXTS	AMT PD THRU MFHM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRS/\$ OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE
115,700	1,157.00	1,157.00	.00	.00	.00	.00	.00	.00	.00	116 \$ MN	116.49
1,157.00	43.0	WM	0 CP	43.0	581.51	.00	.00	.00	.00		581.51
LAST NAME: KRITTER LOAN #: 0318414416 SC: M AU: 0015141 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: NT PROG CODE: FD2FD HAPPMI											
REQ DATE: 02/20/12 FUNDED DATE: 01/26/12 CANCEL DATE: LOCK DATE: 02/20/12 PRICING: N AIP: 101.000											
BORR LMI: N PROP LMI: N DISC O/U: 101.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT1: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 100.750 GROUP: CP											
97,145	965.00	1,140.14	.00	.00	.00	.00	.00	.00	175.14	236 \$ MN	236.80
965.00	48.0	CP GP	0 CP	48.0	463.20	.00	.00	.00	.00		463.20
LAST NAME: BROWNE LOAN #: 0318592421 SC: M AU: 0015141 REFI: N BROKER: N FAM: G SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:											
REQ DATE: 02/22/12 FUNDED DATE: 01/23/12 CANCEL DATE: LOCK DATE: 02/24/12 PRICING: N AIP: 101.389											
BORR LMI: N PROP LMI: N DISC O/U: 101.374 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT1: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP: GL											
97,120	0.00	0.00	.00	.00	.00	.00	.00	.00	.00	122 \$ MN	122.80
177.20	43.0	CP	0 CP	43.0	177.19	.00	.00	.00	.00		177.19
LAST NAME: PEACE LOAN #: 0340079458 SC: M AU: 0015141 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: N EMPL: N LOAN TYPE: DI PROG CODE: FD2FD RUSHP											
REQ DATE: 01/17/12 FUNDED DATE: 03/30/12 CANCEL DATE: LOCK DATE: 03/17/12 PRICING: N AIP: 101.000											
BORR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT1: .000											
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP:											
175,511	1,718.93	3,951.70	.00	.00	.00	.00	.00	.00	2,212.77	0 \$ CF	.00
1,718.93	43.0	WM G	0 CP	43.0	747.73	.00	.00	.00	.00		747.71
LAST NAME: TAMM LOAN #: 0406400214 SC: E AU: 0015141 REFI: Y BROKER: N FAM: G SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:											
REQ DATE: 01/17/12 FUNDED DATE: 03/10/12 CANCEL DATE: LOCK DATE: 02/01/12 PRICING: N AIP: 102.272											
BORR LMI: N PROP LMI: N DISC O/U: 102.250 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT1: .000											
ADD LOAN RC: EO APPL ID: 094-6452840 MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP: CP											
INTERNAL USE ONLY											

PROGRAM: ACT2399P  
REPORT: ACT2399-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 03/01/12 - 03/30/12

DATE: 04/20/12  
REPORT TIME: 14:02:26  
PAGE: 19,425

EMPLOYEE: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( SSN: XXX-XX-1179 AU: 0015141 HIRE DATE: 12/01/04  
SRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE	DISC VARIANCE	SUBSIDY OVR/UND	RTP/ EXTS	AMT PD THRU WPKM	MISC REVENUE	BROKER FEES	REVENUE THRESHLD	ADJ OVR/UND	SRA/S OVR/UND	COMM ON OVR/UND
STD ORIG FEE	BASE OR	INCENTIVES		ADJ SRA	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE

119,650	1,196.50	-1,221.94	.00	.00	.00	.00	.00	.00	174.56-	99 \$ MN	99.51
1,196.50	43.0	NM G	0 CP	43.0	600.49	.00	.00	.00			600.49
LAST NAME: HERNANDEZ SR LOAN #: 0406408641 SC: E AU: 0015141 REFI: Y BROKER: N FAM: G SRC PIN: N FLT LWN: N EZ CUST: N											
PROD ID: FIX30 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:											
REG DATE: 02/04/12 FUNDED DATE: 03/13/12 CANCEL DATE: LOCK DATE: 02/08/12 PRICING: N AIP: 100.875											
ROR LMI: N PROP LMI: N DISC O/U: 100.875 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
LOAN RC: EO APPL ID: 17176153523 MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP: CP											

104,900	1,049.00	-1,469.88	.00	.00	.00	.00	.00	.00	400.88	240 \$ MN	240.33
1,049.00	43.0	NM GP	0 CP	43.0	459.67	.00	.00	.00			459.67
LAST NAME: RIDGEWAY LOAN #: 0406696583 SC: E AU: 0015141 REFI: Y BROKER: N FAM: G SRC PIN: N FLT LWN: N EZ CUST: N											
PROD ID: FIX30 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE:											
REG DATE: 02/02/12 FUNDED DATE: 03/05/12 CANCEL DATE: LOCK DATE: 02/02/12 PRICING: N AIP: 101.375											
ROR LMI: N PROP LMI: N DISC O/U: 101.375 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000											
ADD LOAN RC: EO APPL ID: 17176153470 MISC REVENUE RC: CP THRESHOLD: 101.000 GROUP: GL											

TOTALS:

1,322,405	9,370.43	-10,705.17	.00	.00	.00	.00	.00	.00	2,634.74		1,221.41
10,181.58				4,426.30	.00						4,426.30

MISCELLANEOUS ADJUSTMENTS:

ADJ #	LOAN #	BORROWER	RC DESCRIPTION	AMOUNT
54222	0119210214	ARMSTRONG	TP TRUST LOSS ON CANCELLED LOAN 803182	22.00-
TOTAL MISC ADJ:				22.00-

INBOUND SPLITS:

TYPE	EMPLID	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
R	0228987	WUSTETLER, DENISE	BROWN, MATTHEW	0111216105	126,138.00	25.00	B	115.35
TOTAL INBOUND SPLITS:								115.35

ASSOCIATE COMMISSION SPLITS:

EMPLID	NAME	RATE	TYPE	TIER	AMOUNT
**** NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ****					
INTERNAL USE ONLY					

WF000933

DATE: 05/17/12  
REPORT TIME: 14:02:47  
PAGE: 19,446

WIRE DATE: 12/01/06  
PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC QVR/UND	SUBSIDY	RTF/ EXTS	ANT PD THRU MFHM	MISC REVENUE	BROKER FEES	REVENUE THRSHD	ADJ QVR/UND	SER/S QVR/UND	COMM ON QVR/UND
STD FEE	RATE SR	INCENTIVES		ADJ SR	ADJ \$ ORIG	SPLIT AMT					COMM ON ORIG FEE
417.000	4,170.00-	1,448.75	.00	.00	.00	.00	.00	.00	521.25-	0	\$ CF .00
4,170.00	41.0	WM	0	CF	43.0	1,793.10	.00	.00			1,793.10
LAST NAME: SHUMAN      LOAN #: 0310136904 SC: M AU: 0035141 REFI: Y BROKER: N FAM: C SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: P1X10    ESCROW: Y EMPL: N LOAN TYPE: NT      PROG CODE: FN1FM											
REG DATE: 02/15/12    FUNDED DATE: 04/27/12    CANCEL DATE:      LOCK DATE: 03/01/12    PRICING: N AIP: 100.875											
BRR LMI: N    PROP LMI: N    DISC QVR: 100.875 SUBSIDY BPS: 0.000 RTF/EXT:      RTF/EXT: .000											
ADD LOAN RC:      RO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 100.500 GROUP: HF											
1,259.000	1,259.00-	2,448.75	.00	.00	.00	.00	.00	.00	449.75	0	\$ CF .00
1,259.00	44.0	CF G	0	CF	48.0	940.12	.00	.00			940.12
LAST NAME: WEAAT      LOAN #: 0334318694 SC: M AU: 0035141 REFI: N BROKER: N FAM: G SEC FIN: N FLT ENN: N EZ CUST: N											
PROD ID: P1X10    ESCROW: Y EMPL: N LOAN TYPE: GV      PROG CODE:											
REG DATE: 03/20/12    FUNDED DATE: 04/30/12    CANCEL DATE:      LOCK DATE: 04/03/12    PRICING: N AIP: 101.250											
BRR LMI: N    PROP LMI: N    DISC QVR: 101.250 SUBSIDY BPS: 0.000 RTF/EXT:      RTF/EXT: .000											
ADD LOAN RC:      RO APPL ID:      MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: GF											
INTERNAL USE ONLY											



PROGRAM: ACT2199P  
REPORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 01/31/12 - 04/30/12

DATE: 05/17/12  
REPORT TIME: 14:52:47  
PAGE: 13,447

EMPLOYEE#: 0440220 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT ( GSM: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06  
DRA: PRES CLUB: N

LOAN AMOUNT	ORIG FEE VARIANCE	DISC OVR/UND	SUBSIDY	RTP/ EXTS	AMT PD THRU MPHM	MISC REVENUE	PROCES FEES	REVENUE THRESHLD	ADJ OVR/UND	PRG/2 OVR/UND	COMM ON OVR/UND
96,583	956.27-	3,463.12	.00	.00	.00	.00	.00	.00	2,907.05	288	5 MM
956.27	43.0	WM GP	0	CF	43.0	411.19	.00	.00	.00	.00	411.19
LAST NAME: HORNBUCKLE LOAN #: 0405595491 SC: E AU: 0035341 REFI: Y BROKER: N FAM: Q SEC FIN: N FLT DMN: N EZ CUST: N PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE: MISC REQ DATE: 01/24/12 FUNDED DATE: 04/12/12 CANCEL DATE: LOCK DATE: 02/17/12 PRICING: N AIP: 100.040 BORR LMI: N PROP LMI: N DISC O/U: 104.000 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000 ADD LOAN PC: CB EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: GL											
218,789	2,364.25-	1,492.43	.00	.00	.00	.00	.00	.00	471.82-	0	5 CF
2,364.25	44.0	CF J	0	CF	44.0	1,114.84	.00	.00	.00	.00	1,114.84
LAST NAME: HOWELL LOAN #: 0406241687 SC: E AU: 0035341 REFI: Y BROKER: N FAM: Q SEC FIN: N FLT DMN: N EZ CUST: N PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE: MISC REQ DATE: 01/23/12 FUNDED DATE: 04/24/12 CANCEL DATE: LOCK DATE: 04/03/12 PRICING: N AIP: 100.631 BORR LMI: N PROP LMI: N DISC O/U: 100.624 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000 ADD LOAN PC: EO APPL ID: 044-6466952 MISC REVENUE RC: CF THRESHOLD: 101.000 GROUP: CF REFERRAL SPLIT -- EMP#: BADEMPL NAME: BAD EMPLOYEE NUMBER RATE: .00 RATE TYPE: B AMT: .00											
427,850	4,278.50-	2,674.06	.00	.00	.00	.00	.00	.00	1,604.44-	0	5 CF
4,278.50	43.0	WM	0	CF	43.0	1,839.75	.00	.00	.00	.00	1,839.75
LAST NAME: COMBS LOAN #: 0406252046 SC: E AU: 0035341 REFI: Y BROKER: N FAM: Q SEC FIN: N FLT DMN: N EZ CUST: N PROD ID: FIX10 ESCROW: Y EMPL: N LOAN TYPE: GV PROG CODE: MISC REQ DATE: 01/22/12 FUNDED DATE: 04/10/12 CANCEL DATE: LOCK DATE: 04/11/12 PRICING: N AIP: 100.625 BORR LMI: N PROP LMI: N DISC O/U: 100.624 SUBSIDY BPS: 0.000 RTP/EXT: RTP/EXT: .000 ADD LOAN PC: EO APPL ID: 17176154177 MISC REVENUE RC: CF THRESHOLD: 100.750 GROUP: BP											
TOTALS:	1,175,122	13,729.02-	14,127.31	.00	.00	.00	.00	.00	149.29	288	50
	13,729.02				4,119.29	.00					4,119.29

MISCELLANEOUS ADJUSTMENTS:	RC DESCRIPTION	AMOUNT
ADJ #	LOAN #	BORROWER
74745	0334059423	TP UNCOLLECTED FEES ON CANCELLED LOAN
82700	0406241686	TP UNCOLLECTED FEES ON CANCELLED LOAN
TOTAL MISC ADJ:		11.00-

INBOUND SPLITS:	TYPE	EMPLD	EMPL NAME	BORROWER NAME	LOAN#	LOAN AMT	RATE	TYPE	SPLIT AMT
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\*\*\*\* NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

WF000935

GRAM: ACT21999  
ORT: ACT2199-A

WELLS FARGO BANK, N.A.  
COMMISSION REPORT  
FOR PERIOD 03/31/12 - 04/30/12

DATE: 05/17/12  
REPORT TIME: 16:02:47  
PAGE: 19,448

EMPLOYEE#: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT I SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06  
ERA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS:  
EMPLID NAME

RATE TYPE TIER AMOUNT

\*\*\*\* NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD \*\*\*\*  
INTERNAL USE ONLY

**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 5/1/2012 to 5/31/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Southeast,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		Region 08,
					Central FL Area,
					MAITLAND, FL ( 35341)

**Monthly Commission Information:**

	Units	Volume		\$		\$
Funded:	4	793,299	Unadjusted Commission:	3,748.49	Adjusted	
Referred:	0	0	Adjustments:	0.00	Gross Commission:	3,748.49
Total:	4	793,299	Initial Commission:	3,748.49	Guaranteed Advance:	0.00
Purchase:	0	0	HMA Adjustment:	0.00	Regular Advances:	(2,100.00)
Renovation:	0	0	Outbound Splits:	0.00	Applied Carryover:	0.00
Affluent:	0	0	Inbound Splits:	0.00	Net Due:	1,648.49
			Adjusted Gross Commission:	3,748.49	Gross AFQ Bonus:	0.00
					Split AFQ Bonus:	0.00
					Net AFQ Bonus:	0.00

	\$
Regular Hours:	153.00
Overtime Hours:	0.00
Doubletime Hours:	0.00
Overtime Premium (Comm):	0.00
Overtime Premium (AFQ):	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0343445664	\$249,929	BHOJ	3 Step	5/17/2012	5/31/2012		43.0		\$1,074.69	Fail	Fail
Select	0340994052	\$296,233	HANSEN	FdMc to FdMc	4/3/2012	5/17/2012		43.0		\$1,273.80	Fail	Fail
Select	0339522815	\$138,300	WESTFALL	FdMc to FdMc	3/8/2012	5/9/2012		51.0	1	\$700.00	Fail	Fail
Select	0343549325	\$108,838	WHATLEY	3 Step	5/18/2012	5/31/2012		64.0	1	\$700.00	Fail	Fail

### Notes:

- 1 - Minimum or Maximum Commission Adjustment Applied  
2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:**

**Adjustment Details:**

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**AFQ Bonus Details:**

***Legal Disclaimers:***

*This is preliminary information only; it is not yet approved or final.  
This information is subject to, and does not modify, the applicable Incentive Compensation Plan.  
Making any changes or alterations to this document is grounds  
for disciplinary action to include possible termination.*

**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 6/1/2012 to 6/30/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013	Southwest,	
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N	Region 08,	
				Central FL Area,	
				MAITLAND, FL ( 35341)	

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	2	416,356	<b>Unadjusted Commission:</b>	1,890.48	<b>Adjusted</b>	
<b>Referred:</b>	0	0	<b>Adjustments:</b>	(22.00)	<b>Gross Commission:</b>	1,868.48
<b>Totals:</b>	2	416,356	<b>Initial Commission:</b>	1,868.48	<b>Guaranteed Advance:</b>	0.00
			<b>HMA Adjustment:</b>	0.00	<b>Regular Advance:</b>	(1,920.00)
<b>Purchaser:</b>	0	0	<b>Outbound Splits:</b>	0.00	<b>Applied Carryover:</b>	0.00
<b>Renovation:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Net Due:</b>	(51.52)
<b>Affluent:</b>	0	0	<b>Adjusted Gross Commission:</b>	1,868.48	<b>Gross AFQ Bonus:</b>	0.00
					<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	144.00
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Request	0342187788	\$276,856	LEE	FdMc to FdMc	4/25/2012	6/8/2012		43.0		\$1,190.48	Fail	Fail
Request	0340899905	\$139,500	PLATO	FdMc to FdMc	4/2/2012	6/29/2012		50.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:**

Loan	Borrower	Amount	Business Case
333696326		(\$11.00)	Uncollected Fees On Cancelled Loan #0333696326 GRODEN

407008838 (\$11.00) Uncollected Fees On Cancelled Loan #0407008838 SERVERID

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**AFQ Bonus Details:**

**Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 7/1/2012 to 7/31/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID):</b>	(460228)	<b>Termination Date:</b>	5/8/2013	Southeast,	
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N	Region 08,	
				Central FL Area,	
				MARTLAND, FL ( 35341)	

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	3	673,155	<b>Unadjusted Commission:</b>	3,027.65	<b>Adjusted Gross Commission:</b>	3,068.17
<b>Referred:</b>	0	0	<b>Adjustment:</b>	40.52	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	3	673,155	<b>Initial Commission:</b>	3,068.17	<b>Regular Advance:</b>	(2,025.00)
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	(51.52)
<b>Purchase:</b>	0	0	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	991.65
<b>Renovation:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Gross AFQ Bonus:</b>	0.00
<b>Affluent:</b>	0	0	<b>Adjusted Gross Commission:</b>	3,068.17	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	160.75
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0345722318	\$164,314	SHOFNER	3 Step	6/26/2012	7/31/2012		43.0		\$706.55	Fail	Fail
Select	0342554821	\$377,000	SKOMSKY	Conventional	5/2/2012	7/18/2012		43.0		\$1,621.10	Fail	Fail
Select	0346171572	\$131,841	STUFFEL	3 Step	7/5/2012	7/31/2012		53.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:**

Loan	Borrower	Amount	Business Case

		\$51.52	IFQ/Loyalty Adjustment for recouped carryover
0344074794	HARDIN	(\$11.00)	Uncollected Fees On Cancelled Loan #0344074794 HARDIN

**AFQ Bonus Details:****Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 8/1/2012 to 8/31/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southeast,
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Region 08,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		Central FL Area,
					MAITLAND, FL ( 35341)

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	3	922,950	<b>Unadjusted Commission:</b>	4,516.40	<b>Adjusted Gross Commission:</b>	4,494.40
<b>Referred:</b>	0	0	<b>Adjustment:</b>	(22.00)	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	3	922,950	<b>Initial Commission:</b>	4,494.40	<b>Regular Advance:</b>	(2,124.00)
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	0.00
<b>Purchase:</b>	1	649,250	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	2,370.40
<b>Renovation:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Gross AFQ Bonus:</b>	0.00
<b>Affluent:</b>	0	0	<b>Adjusted Gross Commission:</b>	4,494.40	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	169.00
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to PFMT	AFQ
Select	0345450837	\$130,000	ERBAN	FdMc to FdMc	6/23/2012	8/10/2012		54.0	1	\$700.00	Fail	Fail
Select	0345165047	\$143,700	FESS	FdMc to FdMc	6/15/2012	8/6/2012		49.0	1	\$700.00	Fail	Fail
Select	0418917811	\$649,250	VANDEUSEN	NonConforming Product	7/27/2012	8/27/2012		48.0		\$3,116.40	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:**

Loan	Borrower	Amount	Business Case
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407606664	(\$11.00)	Uncollected Fees On Cancelled Loan #0407606664 SOUTH
346488646	(\$11.00)	Uncollected Fees On Cancelled Loan #0346488646 PLASTERS

**AFQ Bonus Details:****Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 9/1/2012 to 9/30/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013	Southeast,	
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N	Region 08,	
				Central FL Area,	
				MAITLAND, FL ( 35341)	

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	1	116,500	<b>Unadjusted Commission:</b>	700.00	<b>Adjusted Gross Commission:</b>	1,942.50
<b>Referred:</b>	0	0	<b>Adjustments:</b>	(11.00)	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	1	116,500	<b>Initial Commission:</b>	689.00	<b>Regular Advance:</b>	(1,812.00)
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	0.00
<b>Purchaser:</b>	0	0	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	130.50
<b>Renovation:</b>	0	0	<b>Inbound Splits:</b>	1,253.50	<b>Gross AFQ Bonus:</b>	0.00
<b>Affluent:</b>	0	0	<b>Adjusted Gross Commission:</b>	1,942.50	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	143.00
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Success	0349349803	\$81,700	HARDIN	Government	9/6/2012		9/6/2012	0.0		\$0.00	Fail	Fail
Success	0344980818	\$116,500	KOMURKE	FnMa to FnMa	6/13/2012	9/11/2012		60.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:**

ID	Name	Amount	Type	Loan
227733	DOBBINS, VICTORIA ELAIN	\$1,253.50	Referral	0418914362

**Outbound Split Details:****Adjustment Details:**

Loan	Borrower	Amount	Business Case
347133399		(\$11.00)	Uncollected Fees On Cancelled Loan #0347133399 OSBORNE

**AFQ Bonus Details:****Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 11/1/2012 to 11/30/2012**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southwest, Region 08, Central FL Area, MAITLAND, FL ( 35341)
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	3	543,325	<b>Unadjusted Commission:</b>	2,382.70	<b>Adjusted Gross Commission:</b>	2,349.70
<b>Referred:</b>	0	0	<b>Adjustments:</b>	(33.00)	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	3	543,325	<b>Initial Commission:</b>	2,349.70	<b>Regular Advances:</b>	(2,007.00)
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	(2,094.00)
<b>Purchase:</b>	1	152,000	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	(1,751.30)
<b>Renovation:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Gross AFQ Bonus:</b>	0.00
<b>Affluents:</b>	1	186,000	<b>Adjusted Gross Commission:</b>	2,349.70	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	151.25
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0347782666	\$205,325	CRAIG	FdMc to FdMc	8/3/2012	11/26/2012		43.0		\$882.90	Fail	Fail
Select	0349664565	\$152,000	FROHNAPPEL	Conventional	10/2/2012	11/2/2012		46.0	1	\$700.00	Fail	Fail
Select	0347590333	\$186,000	MACOMBER SR	Conventional	7/31/2012	11/15/2012		43.0		\$799.80	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:**

Loan	Borrower	Amount	Business Case
0405743329		(\$11.00)	Uncollected Fees On Cancelled Loan #0405743329 WILLIAMS
0351436225		(\$22.00)	Uncollected Fees On Cancelled Loan #0351436225 GRAY
0347133399	OSBORNE	\$11.00	Uncollected Fees Payback on 0347133399
0350471736	SKOMSKY	(\$11.00)	Uncollected Fees On Cancelled Loan #0350471736 SKOMSKY

**AFQ Bonus Details:****Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 12/1/2012 to 12/31/2012**

PAID

<b>Name</b> <b>(ID) :</b>	STALLWORTH, PATRICIA K (460228)	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southeast, Region 08, Central FL Area, MATTLAND, FL ( 35341)
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>Termination Date:</b>	5/8/2013		
		<b>President's Club:</b>	N		

**Monthly Commission Information:**

	Units	Volume		\$		\$
Funded:	2	633,000	Unadjusted Commission:	3,228.40	Adjusted Gross Commission:	3,228.40
Referred:	0	0	Adjustments:	0.00	Guaranteed Advance:	0.00
Total:	2	633,000	Initial Commission:	3,228.40	Regular Advances:	(1,488.00)
Purchase:	1	588,000	HMA Adjustment:	0.00	Applied Carryover:	0.00
Renovation:	0	0	Outbound Splits:	0.00	Net Due:	1,740.40
Affluent:	2	633,000	Inbound Splits:	0.00	Gross AFQ Bonus:	0.00
			Adjusted Gross Commission:	3,228.40	Split AFQ Bonus:	0.00
					Net AFQ Bonus:	0.00
					Next Month Applied Carryover:	(10.90)

	\$
Regular Hours:	128.00
Overtime Hours:	0.00
Doubletime Hours:	0.00
Overtime Premium (Comm):	0.00
Overtime Premium (AFQ):	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Notes	Gross	HMC to FFMT	AFQ
Specd	0420004566	\$588,000	JOHNSON	Non-Conforming Product	11/30/2012	12/31/2012		43.0		\$2,528.40	Fail	Fail
Specd	0419100276	\$45,000	OSBORNE	Conventional	8/15/2012	12/21/2012		156.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:**

**Adjustment Details:**



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**AFQ Bonus Details:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 1/1/2013 to 1/31/2013**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southeast,
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Region 08,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Clubs:</b>	N		Central FL Area,
					MAITLAND, FL ( 35341)

**Monthly Commission Information:**[illegible]

**Relationships:**

Number of Juniors: 0 Number of HMA's: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Spec	0354225971	\$178,300	JANKOWSKI	FnMa to FnMa	12/14/2012	1/28/2013		43.0		\$766.69	Fail	Fail
Spec	0354873499	\$65,631	SMITH	3 Step	10/30/2012	1/31/2013		107.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:**

**Adjustment Details:**

Loan	Borrower	Amount	Business Case
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0405725482		(\$11.00)	Uncollected Fees On Cancelled Loan #0405725482 SIRMEYER
		\$10.90	Carryover Adjustment Associated with 2012S2 IFQ/Loyalty Bonus
0353065246	O'KANE	(\$22.00)	Uncollected Fees On Cancelled Loan #0353065246 O'KANE

**AFQ Bonus Details:**

Loan Number	Borrower	Amount	Split Amount	Net Bonus
0354225971	JANKOWSKI	\$53.49		\$53.49
0354873499	SMITH	\$19.69		\$19.69

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 2/1/2013 to 2/28/2013**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southeast,
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Region 08,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		Central FL Area,
					MAITLAND, FL ( 35341)

**Monthly Commission Information:**

	Units	Volume		\$
Funded:	0	0	Unadjusted Commission:	0.00
Referred:	0	0	Adjustments:	0.00
Total:	0	0	Initial Commissions:	0.00
			HMA Adjustment:	0.00
Purchase:	0	0	Outbound Splits:	0.00
Renovation:	0	0	Inbound Splits:	0.00
Affluent:	0	0	Adjusted Gross Commission:	0.00
				\$
			Adjusted Gross Commission:	0.00
			Guaranteed Advances:	0.00
			Regular Advances:	(1,812.00)
			Applied Carryover:	(617.13)
			Net Due:	(2,429.13)
			Gross AFQ Bonus:	0.00
			Split AFQ Bonus:	0.00
			Net AFQ Bonus:	0.00
			Next Month Applied Carryover:	(2,429.13)
				\$
			Regular Hours:	143.00
			Overtime Hours:	0.00
			Doubletime Hours:	0.00
			Overtime Premium (Comm):	0.00
			Overtime Premium (AFQ):	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
2 - Individual Plan Amendment Applied

***Inbound Split Details:***

**Outbound Split Details:**

**Adjustment Details:**

### ***AFQ Bonus Details:***

**Legal Disclaimers:**

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**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 3/1/2013 to 3/31/2013**

PAID

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Southeast,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Clubs</b>	N		Region 08,
					Central FL Area,
					MATTLAND, FL ( 35341)

**Monthly Commission Information:**[illegible]

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AF
Select	0354112708	\$114,950	BAGWELL	FdMc to FdMc	12/12/2012	3/25/2013		61.0	1	\$700.00	Fail	Fail
Select	0353670102	\$173,487	BECKSTROM JR	FdMc to FdMc	12/4/2012	3/26/2013		43.0		\$745.99	Fail	Fail
Select	0408185254	\$82,550	KISH	Government	2/7/2013	3/29/2013		85.0	1	\$700.00	Fail	Fail
Select	0355258633	\$199,600	MACKEEN	FdMc to FdMc	1/14/2013	3/29/2013		43.0		\$858.28	Fail	Fail
Select	0355893876	\$54,481	STIOHAM	FdMc to FdMc	1/28/2013	3/20/2013		128.0	1	\$700.00	Fail	Fail
Select	0346413776	\$131,500	WALLICK	Conventional	7/10/2012	3/5/2013		53.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
2 - Individual Plan Amendment Applied

**Inbound Split Details:**

**Outbound Split Details:**

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**Adjustment Details:**

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**AFQ Bonus Details:**

**Legal Disclaimers:**

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for disciplinary action to include possible termination.*

**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 4/1/2013 to 4/30/2013**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Southeast,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		Region 08,
					Central FL Area,
					MAITLAND, FL ( 35341)

Loan Number	Borrower	Amount	Split Amount	Net Bonus
0356764803	WALTER	\$38.42		\$38.42

**Legal Disclaimers:**

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This information is subject to, and does not modify, the applicable Incentive Compensation Plan.  
Making any changes or alterations to this document is grounds  
for disciplinary action to include possible termination.*



**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 5/1/2013 to 5/31/2013**

**PAID**

<b>Name</b>	STALLWORTH, PATRICIA K	<b>Hire Date:</b>	12/1/2006	<b>Hierarchy:</b>	Southeast,
<b>(ID) :</b>	(460228)	<b>Termination Date:</b>	5/8/2013		Region 08,
<b>Title:</b>	Mortgage Consultant (SAFE)	<b>President's Club:</b>	N		Central FL Area,
					MAITLAND, FL ( 35341)

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	3	552,742	<b>Unadjusted Commission:</b>	2,982.40	<b>Adjusted Gross Commission:</b>	2,982.40
<b>Referred:</b>	0	0	<b>Adjustments:</b>	0.00	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	3	552,742	<b>Initial Commission:</b>	2,982.40	<b>Regular Advances:</b>	(288.00)
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	(1,304.58)
<b>Purchases:</b>	0	0	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	1,389.82
<b>Renovations:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Gross AFQ Bonus:</b>	0.00
<b>Affluents:</b>	0	0	<b>Adjusted Gross Commission:</b>	2,982.40	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	24.00
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

Number of Juniors: 0 Number of HMAs: 0 HMA Share: 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0359402849	\$112,300	GREENE	FdMc to FdMc	4/9/2013	5/22/2013		62.0	1	\$700.00	Fail	Pass
Select	0359129327	\$368,000	NEWMAN	Conventional	4/4/2013	5/6/2013		43.0		\$1,582.40	Pass	Pass
Select	0361616568	\$72,442	TANNOUS SR	Conventional	4/10/2013	5/31/2013		97.0	1	\$700.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:**

---

**AFQ Bonus Details:**

***Legal Disclaimers:***

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for disciplinary action to include possible termination.*

**Wells Fargo Bank, N.A.**  
**Distributed Retail Commission Report**  
**For Period 6/1/2013 to 6/30/2013**

**PAID**

**Name** STALLWORTH, PATRICIA K  
**(ID)** (460228)  
**Title** Mortgage Consultant (SAFE)

**Hire Date:** 12/1/2006  
**Termination Date:** 5/8/2013  
**President's Club:** N

**Hierarchy:**  
 Southeast,  
 Region 08,  
 Central FL Area,  
 MAITLAND, FL ( 35341)

**Monthly Commission Information:**

	Units	Volume		\$		\$
<b>Funded:</b>	1	223,446	<b>Unadjusted Commission:</b>	0.00	<b>Adjusted Gross Commission:</b>	0.00
<b>Referred:</b>	0	0	<b>Adjustments:</b>	0.00	<b>Guaranteed Advance:</b>	0.00
<b>Total:</b>	1	223,446	<b>Initial Commission:</b>	0.00	<b>Regular Advance:</b>	0.00
			<b>HMA Adjustment:</b>	0.00	<b>Applied Carryover:</b>	0.00
<b>Purchase:</b>	0	0	<b>Outbound Splits:</b>	0.00	<b>Net Due:</b>	0.00
<b>Renovations:</b>	0	0	<b>Inbound Splits:</b>	0.00	<b>Gross AFQ Bonus:</b>	0.00
<b>Affiliates:</b>	0	0	<b>Adjusted Gross Commission:</b>	0.00	<b>Split AFQ Bonus:</b>	0.00
					<b>Net AFQ Bonus:</b>	0.00

	\$
<b>Regular Hours:</b>	0.00
<b>Overtime Hours:</b>	0.00
<b>Doubletime Hours:</b>	0.00
<b>Overtime Premium (Comm):</b>	0.00
<b>Overtime Premium (AFQ):</b>	0.00

**Relationships:**

**Number of Juniors:** 0 **Number of HMAs:** 0 **HMA Share:** 0

**Loan Details:**

	ID	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
<b>Sales</b>	0420405987	\$223,446	CAMETTI	Conventional	3/4/2013	6/19/2013		0.0		\$0.00	Fail	Fail

**Notes:**

- 1 - Minimum or Maximum Commission Adjustment Applied  
 2 - Individual Plan Amendment Applied

**Inbound Split Details:****Outbound Split Details:****Adjustment Details:****AFQ Bonus Details:****Legal Disclaimers:**

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**WELLS FARGO HOME MORTGAGE**  
**2013 Amendment for**  
**Producing Branch Manager –**  
**\$1.45T Market: Volume Override**



**Section I. PURPOSE**

The following Amendment for Branch Manager – \$1.45T Market amends the Incentive Compensation Plan for Branch Managers. This amendment sets forth the conditions upon which the Employee's monthly Volume Override will be earned.

**Section II. ELIGIBILITY**

Select employees of Wells Fargo Home Mortgage, a division of Wells Fargo Bank, N.A., (WFHM) classified as Branch Manager's are eligible to participate in this Amendment.

Other employees are eligible to participate only at the discretion of the EVP, National Consumer Lending Sales or other designated representative.

**Section III. COMPENSATION**

Monthly Volume Override. Employee is eligible to earn a monthly override bonus on the funded volume of eligible sales of employees reporting directly to Employee. Override rate shall be determined each month by the total branch monthly funded units and the year-to-date branch NOI and according to the following schedule.

Tier	Total Unit Credits	Column A Rates:	Column B Rates:
		CPL $\geq 90$ bps & $\geq \$2,200$ per loan	CPL $< 90$ bps or $< \$2,200$ per loan
1	< 30	0	3
2	30 - 42	2	4
3	43 +	3	5

**Section IV. PAYMENT SCHEDULE**

Payment schedule for the Monthly Volume Override will be according to Section IV. of the Incentive Compensation Plan for the Branch Manager.

- Volume Override true up/down will occur at year end per plan terms

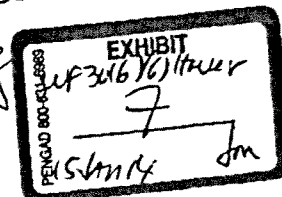
**Section V. EFFECTIVE DATE OF PLAN**

This Amendment will be effective January 1, 2013 and will continue until amended, modified or terminated in the Employer's sole discretion.

**Section VI. ADMINISTRATION**

Administration of this Amendment will be governed by Section VI. of the Incentive Compensation Plan for the Branch Manager. All provisions of the Incentive Compensation Plan for Branch Manager not superseded by this amendment remain in full force and effect and apply toward incentives payable under this Amendment.

2013 comp plan for HMC's (Loan Officer)  
+ Branch Manager



**Wells Fargo Home Mortgage  
2013 Incentive Compensation Plan for  
Branch Sales Manager - Producing**



**Section I. PURPOSE**

The Wells Fargo Home Mortgage Incentive Compensation Plan for Branch Sales Managers (the "Plan") is designed to motivate and reward your contributions and reinforce the need to meet the risk and compliance accountability requirements of your position. WFHM is committed to providing the best possible customer experience. As a Branch Sales Manager and participant in the Plan, you are expected to counsel borrowers and HMCs you manage on product options, educate borrowers on the loan process, and provide timely and accurate communication throughout process. You will be rewarded for originating and managing HMCs that originate high quality loans and lines that meet Wells Fargo guidelines and regulatory requirements and for delivering the best possible customer experience.

For purposes of this Plan, Wells Fargo Home Mortgage shall be referred to as "WFHM" or "Employer". Branch Sales Manager shall be referred to as "Employee". Wells Fargo & Company shall be referred to as "Wells Fargo."

**Section II. EFFECTIVE DATE OF THE PLAN**

The Plan is effective for loans that have funded January 1, 2013 and after (the "Effective Date"). The terms and conditions of the Plan are subject to periodic review and may be adjusted by WFHM. (See "Amendment and Termination of the Plan" in Section VI D.)

This Plan reflects WFHM's expectations of the mortgage-lending environment. The Plan is subject to change at any time at the Employer's sole discretion. WFHM will continue to monitor market conditions and may modify any of the provisions of the Plan.

**Section III. ELIGIBILITY**

Team Members of WFHM, a division of Wells Fargo Bank, N.A., or of a participating employer<sup>1</sup>, classified as Employees within National Consumer Lending are eligible to participate in this Plan. Other team members are eligible to participate only at the discretion of the Executive Vice President, Retail National Sales Manager, or other designated representative.

To be eligible for incentive compensation under the Plan, you must satisfy minimum standards and requirements as set forth in the Plan. Additionally, you must adhere to *Wells Fargo's Code of Ethics and Business Conduct*, Wells Fargo's employment policies, and the compliance and risk management accountability requirements for your position, including, but not limited to, compliance with all policies, laws, rules, and regulations applicable to WFHM business activities as a condition precedent to earning compensation under the Plan. Failure to meet these minimum standards and requirements will disqualify you from earning incentive compensation under the Plan (unless otherwise determined by WFHM) and may result in corrective action, including, but not limited to, immediate termination of employment. Please refer to the *Handbook for Wells Fargo Team Members* for information about Wells Fargo's employment policies, the Code of Ethics and Business Conduct, and the Risk Management Accountability Policy.

The determination and payment of any incentive compensation under the Plan is subject to the conditions and restrictions imposed under applicable laws, rules and regulations. A Participant's rights to or receipt of incentive compensation under the Plan may be limited, modified, cancelled or recovered to ensure compliance with all such applicable laws, rules, regulations and guidance that may be issued there under. In addition, the Plan Administrators and/or WFHM (subject to the authority of the Human Resources Committee of Wells Fargo's Board of Directors (the "HRC")) has the full discretionary authority to adjust or amend a Participant's incentive opportunity or incentive payout under the Plan at any time.

A Participant's incentive opportunity under the Plan may be adjusted or denied, regardless of meeting performance measures, for unsatisfactory performance or non-compliance with or violation of Wells Fargo's:

1. Code of Ethics and Business Conduct;
2. Information Security Policy, and/or
3. Risk Management Accountability Policy.

#### Clarification of Intent and Impact

All components of the bonus plan are subject to adjustment. Examples of outcomes that would result in a bonus adjustment include:

- Significant control deficiencies in the manager's span of control identified in the Branch Risk Review.
- Repeated ratings of "Needs Significant Improvement (NSI)" for a certain branch in the Branch Risk Review process.
- Instances of fraud within the manager's span of control.
- Failure of the manager to comply with WFHM policies, laws, rules, and regulations applicable to WFHM business activities, or
- Failure to investigate and resolve known instances of non-compliance within the manager's span of control.

In the event that one of these issues occurred, the facts and circumstances would be researched and reviewed in conjunction with Human Resources, Compliance, and other control functions. The final bonus impact would be determined at management's discretion.

Incentive compensation awards under the Plan may be paid in the form of cash or equity, or a combination thereof, in WFHM's discretion. To the extent all or a portion of an award will be paid in equity, the equity award will be made under the Wells Fargo & Company Long Term Incentive Compensation Plan (the "LTICP"). LTICP awards are conditioned upon and subject to the approval of the HRC and are subject to such terms and conditions as approved by the HRC in accordance with the provisions of the LTICP as reflected in the applicable award agreement.

#### **Section IV. COMPENSATION**

##### **A. General.** Compensation shall be comprised of a salary set by the Employer plus the following components:

- Monthly Commission;
- Personal Production Scorecard Bonus;
- Monthly Volume Override;
- Quarterly Purchase Bonus; and
- Direct & Indirect Report Scorecard Bonus.

For all Plan provisions, a basis point ("bp") shall be defined as one one-hundredth of one percent (1 bp = 0.0001 or 0.01%).

Provided Employee satisfies all conditions and minimum requirements as set forth in the Plan, and subject to all Plan terms, commission credit will be granted for the month in which the loan actually funds (i.e. disbursement of funds to the closing/settlement agent). Funded loans will be reported in dollars and units on the Actual versus Plan (AVP) branch Profit and Loss (P&L) statement.

As used in this Plan, "incentive" refers to commissions, bonuses, and all other incentive payments for which the Employee is eligible under this Plan.

Notwithstanding any other provision of this compensation plan, no bonus payment shall be deemed earned until all possible adjustments are calculated, including but not limited to downward adjustments that could arise from obtaining a low score from the Branch Inspection Process.

##### **B. Standard Commission Schedule.**

Commission rate of pay under this Plan is determined by the type of residential mortgage and the monthly funded volume (dollars "\$" or units) of residential mortgage business secured by Employee. Commission credit shall be based on the following standard commission schedule, subject to any modifications set out in Attachment A hereto, which is incorporated by reference, and which may be amended or modified by Employer at any time.

###### **1. Standard Commission Schedule**

The Standard Commission Schedule determines the commission rate based on the Employee's monthly funded and referred dollar volume that funds or funded and referred units that fund, whichever is greater. The higher rate derived from the schedule per units or dollar volume applies.

The commission rate is applied to the funded loan dollar volume to determine commission credit.

Monthly Units Funded and Referred by Employee	Monthly Dollar Volume (\$) Funded and Referred by Employee	Monthly Commission Rate (bps)	Semi-Annual Personal Production Scorecard Bonus Rate (bps)	Total Opportunity (bps)
1 - 6	\$0 - \$899,999	43	6	49
7 - 9	\$900,000 - \$1,399,999	48	6	54
10 - 12	\$1,400,000 - \$1,899,999	58	6	64
13 and above	\$1,900,000 and above	63	6	69

These standard commission rates apply unless a different, specific rate applies. Commission rate for any loan types described below shall be according to the provisions below in lieu of this Standard Commission Schedule.

For purposes of determining the purchase and refinance commission rate:

- WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance. Including but not limited to sections 4, 5 and 7. Excludes 2 and 3.
- Portfolio Loans (funded and referred) shall be included in monthly funded dollar (\$) volume or units.
- Brokered out loans (funded and referred), and construction loans shall be excluded from monthly funded dollar (\$) volume or units.
- Referrals to program specialists (including Corporate Connection) shall be included in the monthly funded dollar (\$) volume or units. Referrals to program specialists count for commission credit tiering on personal transactions. Referral dollar (\$) volume and units count in the month that the referral funds with the program specialist.
- Wells Fargo Home Equity loans and lines of credit (funded and referred) shall be included in \$ volume totals based on the initial utilized balance.
- All Wells Fargo Home Equity loans funded and referred in the first position, shall be included in monthly funded unit totals. All other Wells Fargo Home Equity loans and lines of credit (funded and referred) shall be excluded from unit totals. Commission rates on these loan types are described below.
- All Wells Fargo Bank referral loans that fund shall have a commission rate of a flat 43 bps.
- All Program Connection (including Corporate Connection) referral loans that fund shall have a commission rate of a flat 45 bps.
- Loans transferred from JVs to fund with WFHM will follow the internal commission credit rate of a flat 43 bps.
- Minimum commission credit per loan of \$700. Excluding certain refinances within six (6) months as described below.
- Maximum commission credit per loan of \$10,000.

#### Commission Examples:

Month	Purchase Loan Fundings		External Refi Loan Fundings		Wells to Wells Refi Loan Fundings		Commission Rate on Purchase Loans	Commission Rate on External Refi Loans	Commission Rate on Wells to Wells Refi Loans	Total Commission Credit
	Units	Volume \$	Units	Volume \$	Units	Volume \$				
April	4	\$500,000	2	\$250,000	2	\$250,000	48 bps	48 bps	43 bps	\$4,675
May	9	\$1,000,000	2	\$250,000	2	\$250,000	63 bps	63 bps	43 bps	\$8,950
June	3	\$200,000	5	\$500,000	5	\$500,000	63 bps	63 bps	43 bps	\$6,560
July	10	\$1,900,000	2	\$300,000	2	\$300,000	63 bps	63 bps	43 bps	\$15,150

#### 2. Refinances within six (6) months.

Employee will not be eligible for commission credit on the refinance of an existing WFHM loan that originally funded less than three (3) months prior to the refinance funding date. Commission rate on a refinance of an existing WFHM loan that originally funded four (4) to six (6) months prior to the refinance funding date shall be no greater than 25 bps of the funded loan volume. The minimum commission credit per loan is not applicable to refinances within six (6) months.

#### 3. Refinances within six (6) months with a loan having a pre-pay penalty

Employee will not be eligible for commission credit on the refinance of an existing WFHM loan that originally funded less than six (6) months prior to the refinance funding date with any loan or line of credit having a pre-pay penalty.



#### 4. Specialty Refinance Rates

- *WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance*
- HARP Three (3) Step refinanced loan commission credit rates are per the standard commission schedule.
- WFHM loan of a Freddie Mac to Freddie Mac Relief Refinance Mortgage refinanced loan commission credit rates are per the standard commission schedule WFHM loan of a Freddie Mac to Freddie Mac Relief Refinance Mortgage/ Three (3) Step Express refinanced loan commission credit rates are per the standard commission schedule
- Traditional Three (3) Step Express refinanced loan commission credit rates are a flat 43 bps. (WFHM to WFHM refinance)
- Traditional Three (3) Step Rate/Term Refi refinanced loan commission credit rates are a flat 43 bps. (WFHM to WFHM refinance)
- Traditional Three (3) Step Cash Out Refi refinanced loan commission credit rates are a flat 43 bps. (WFHM to WFHM refinance)
- WFHM loan of a Fannie Mae to Fannie Mae Refi Plus refinanced loan commission credit rates are per the standard commission schedule
- WFHM loan of a Fannie Mae to Fannie Mae DU Refi Plus refinanced loan commission credit rates are per the standard commission schedule
- Non WFHM loan of a Fannie Mae to Fannie Mae DU Refi Plus refinanced loan commission credit rates are per the standard commission schedule

#### 5. Government Loans (FHA/VA).

- *WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance*

Commission credit rate on Government Loans funded by Employee shall follow the standard commission schedule.

#### 6. Non-Conforming Product Set

- *WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance*

Commission credit rate on Non-Conforming Loans funded by Employee shall follow the standard commission schedule.

#### 7. Special Housing Programs (Bond Loans).

- *WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance*

Commission rate on Special Housing Programs and other special WFHM programs as announced by WFHM's Secondary Marketing Department (Federal, State or City Bond Programs, etc.) shall be per the standard commission schedule. There is no commission credit (including unit and volume credit) on the second mortgage of a DAP portion of a Bond Loan under \$25,000 in loan size.

#### 8. Wells Fargo Home Equity Loans and Lines of Credit.

- *WFHM to WFHM refinanced loan commission rates are a flat 43 bps. This language supersedes all other commission credit opportunities involving a WFHM to WFHM refinance*

##### 8.a. Home Equity Loans

Commission credit rate on Home Equity loans funded by Employee shall follow the standard commission schedule. Refinance commission rate to follow standard WFHM to WFHM refinance schedule. A minimum commission credit per Home Equity loan of \$700. The minimum applies in total for \$700 for a combination of a first and/or second Home Equity loan and line of credit.

##### 8.b. Home Equity Lines

The following terms apply to Home Equity lines of credit, including purchase money, rate/term refinances, and cash out refinances on Home Equity lines of credit, including Home Asset Management Accounts.

##### Commission credit availability and rates

Employee will be eligible to receive commission credit for Home Equity Lines of Credit. The commission credit rate on Stand-alone Home Equity Lines of Credit and Simo Home Equity Lines of Credit is the standard commission schedule except that the commission credit rate on refinance is the same as the WFHM to WFHM refinance schedule.

Employee will not be eligible for commission credit on modifications, subordinations, equity lines to employees of Wells Fargo & Company, and refinances of existing lines of credit within one year of the original funding date. If the amount of the refinanced line is greater than the original amount, then commission credit shall be given on the incremental amount only.

#### Estimated and final commission credits

An initial, estimated commission credit will be granted when the Home Equity Line of Credit funds. This estimate will be based on the initial utilized balance only (that is, the amount the borrower receives at closing). Commissions paid on these estimates are tentative and not earned. The final commission credit will be based upon the final utilized balance on the Home Equity Line of Credit. The final utilized balance (for purposes of commission credit) shall be determined based on the ending balance of the billing cycle at the end of the third month. If the change is an increase equal to or greater than \$5,000, then an upward commission credit adjustment shall be given based on the entire amount of the increase. If the change is a decrease greater than or equal to \$5,000, then the estimated commission credit shall be adjusted downward by the entire amount of the decrease. Any utilized balance change that is not at least \$5,000 or greater does not trigger a change in the commission credit.

The minimum commission credit on any line of credit is \$50 regardless of utilized amount. The minimum commission credit on a purchase Simo Home Equity Line of Credit is \$200 regardless of utilized amount.

#### Example

##### Example of Increase:

Event	Commitment	Balance	Commission
Initial Transaction (commission credit advance)	\$1,000,000	\$750,000	$\$750,000 \times 43 \text{ bps} = \$3,225$
Three month review (final commission credit calculation)	\$1,000,000	\$900,000	$\$900,000 \times 48 \text{ bps} = \$4,320$ (\$1,095 difference)
Total			\$4,320

##### Example of Decrease:

Event	Commitment	Balance	Commission
Initial Transaction (commission credit advance)	\$1,000,000	\$750,000	$\$750,000 \times 43 \text{ bps} = \$3,225$
Three month review (final commission credit calculation)	\$1,000,000	\$500,000	$\$500,000 - \$750,000 =$ $-\$250,000 \times 43 \text{ bps} =$ $-\$1,075$
Total			\$2,150

#### 9. Wells Fargo Employee Loans

Commission rate for loans originated by Employee for employees of Wells Fargo entities, including WFHM, shall be a flat 35 basis points of the funded loan volume. Employees can still be directed to the HOME Team 800 phone number. There is a flat 10 bps prefer to refer commission credit for loans referred that fund through the HOME Team 800 phone number. No further commission rate adjustment for WFHM to WFHM refinance loans. No further commission rate adjustment for Wells Fargo Bank loan referrals.

Employees must refer 3-Step Employee Loans to the HOME Team for loan fundings. If the Employee does attempt to originate 3-Step Employee loans, then there will be no commission credit on those fundings.

#### 10. Premiere Asset Services Loans.

Commission rate for loans originated by Employee and derived from referrals from Premiere Asset Services shall be per the standard commission credit schedule.

#### 11. Construction Loan Express (CLX) Loans

Commission rate at the construction loan close shall be a flat 25 bps. No unit credit at construction close.

Commission credit at the permanent loan funding shall be according to the standard commission schedule for that product, less any commission credit given at construction loan closing.

#### 12. Builder Loans

Employees are required to collect the Builder Best fee within 35 days of the initial lock date, violation of the fee collection policy could result in performance counseling, an informal or formal warning, and/or loss of the right to originate loans under the Builder Best Program.

Builder Loans with Extended Locks:

Employees are required to collect the Extended Lock fee within 35 days of the initial lock date, violation of the fee collection policy could result in performance counseling, an informal or formal warning, and/or loss of the right to originate loans under the Extended lock options.

13. Marketing Programs.

Employee's commission credit shall be adjusted in association with the use of any voluntary marketing programs.

14. Assumptions and Bridge Loans.

No participation by Employee except as set forth in applicable Program Guidelines.

15. Accommodation Loans: A loan missing key documents.

No participation by Employee unless the loan comes out of accommodation status within 90 days of loan funding. Commission credit will not be given until the loan comes out of accommodation status unless approved by the Regional Sales Manager.

16. Mortgage Associate.

Upon voluntary request from Employee, and subject to WFHM's consent, WFHM may elect to hire a Mortgage Associate to assist Employee with securing residential mortgage business. In such a case, Employee shall no longer be eligible for commissions under the commission credit schedule herein, but instead will be eligible for commission credit under one of the three schedules set forth on the current Attachment B, Compensation Plan Amendment for Home Mortgage Associate, attached hereto and incorporated by reference, as it may be amended or modified by Employer from time to time. The applicable schedule shall be set forth on Employee's Attachment A.

In addition, Employee may voluntarily choose to split or share a portion of his/her commission credit with an Associate. To the extent that a Mortgage Associate and Employee agree to voluntarily share duties and split commissions, then solely for ease of administration the commission shall be calculated under the Employee's Employee ID number, and the commission share allocated to the Mortgage Associate shall be reflected as a line item adjustment on the Employee's commission report. Despite this accounting method, any commissions earned by the Mortgage Associate as a result of the commission split will be the Mortgage Associate's own earnings and the Associate shall be responsible for all payroll and income taxes on those amounts. To be effective, any voluntarily agreement to split commissions between an Employee and Mortgage Associate must be memorialized in Attachment A for the Employee and the Compensation Plan for the Mortgage Associate.

17. Prefer to Refer.

Commission credit on any loan referred by Employee to another HMC or a program specialist, or on any loan funded by Employee and derived from a referral from another HMC or a program specialist, shall be granted in accordance with the Prefer to Refer Compensation Plan Addendum attached hereto and incorporated by reference, as it may be amended or modified by Employer from time to time.

18. Commission Sharing / Commission Splits.

In any case where Employee agrees to share or split commission credit on any loan with one or more eligible employees, total commission credit to all employees on that loan can exceed the commission schedule set forth herein. Any commission sharing / split can exceed the max commission level in total. Max commission split to the referring rep is \$4,000. Max commission split to the funding rep is \$9,000.

Example:

- \$3M Loan Size
- Referring Rep:  $\$3M \times 25 \text{ bps}$  Prefer to Refer = \$7,500. Referral compensation capped at \$4,000.
- Funding Rep:  $\$3M \times 38 \text{ bps}$  (63 bps standard tiering - 25 bps Prefer to Refer) = \$11,400. Funding compensation capped at \$9,000.

19. Reconciliation for Early Payment Defaults.

Earning commissions or other incentives on a loan is subject to the condition that the loan must not suffer an early payment default (EPD), as determined by a six (6) month review. EPD is defined as a borrower ninety days delinquent within the first six (6) months of payments coming due. If the loan is an EPD, then the commission credit originally granted will be adjusted downward by the entire amount of the commission rate of pay on that particular loan, excluding EPD loans with "life events". This means that the commission credit will be adjusted downward to zero bps for the commission rate of pay on that particular loan.

C. Business Excellence Scorecard Bonus

The Scorecard Bonus will consist of three objectives: Customer Loyalty, Initial File Quality (IFQ) and Application File Quality (AFQ)/speed of submission. The loyalty Scorecard Bonus will be paid on Semi-Annual. IFQ and AFQ/speed of submission will be paid monthly. Both based on personal production volume with no true-up or true-down. Semi Annual performance periods are January 1<sup>st</sup> through June 30<sup>th</sup> and July 1<sup>st</sup> through December 31<sup>st</sup>.

Minimum Requirements.

Employee must be employed by WFHM or an affiliate at the end of each performance period to be eligible to be considered for Scorecard Bonus as described below. If Employee is employed by WFHM on the respective dates above but not covered by this Plan for the entire performance period, Employee will be considered for the Performance Scorecard Bonus in accordance with the "Employment Status Changes" Plan provisions. If Employee has a commission credit shortage (vs. hourly pay advances) on the first or second Performance Scorecard Bonus pay period, WFHM reserves the right to offset this shortage against the Performance Scorecard Bonus otherwise due.

The Scorecard Bonus is not eligible to be split with Mortgage Sales Associates. No ad-hoc splits to other HMCs. Any eligible Scorecard Bonus qualified by either the Junior or Senior's fundings will follow the standard monthly commission sharing agreement between the Junior/Senior.

#### Customer Loyalty Score Bonus

The Customer Loyalty Score Bonus is based on all of the responses received on questions 4, 5, and 6 of the customer loyalty survey during the performance period on their personal production. If 60% or more of the Employee's responses receive 5s on all three questions, then the Employee will be eligible for a Customer Loyalty Score Bonus. The Employee can also qualify for the Bonus if their score on personal production is outperforming the company average during the applicable performance period.

The Bonus is three (3) bps on the Employee's funded volume during the applicable performance period. Monthly funded volume shall be included. Loans referred to other employees are excluded.

Loans trued-up to a minimum commission level will be eligible for an additional three (3) bps bonus during the performance period. Loans achieving the max commission credit per loan will not be eligible for an additional three (3) bps bonus during the performance period. This will include loans achieving a max commission credit when the monthly commission and performance scorecard bonus achieve the max commission + bonus credit in combination.

Example: \$1.5M loan size at 63 bps monthly commission credit = \$9,450.  
\$1.5M loan size at 6 bps semi-annual performance scorecard bonus credit = \$900  
Monthly commission credit and semi-annual bonus credit = \$10,350 in total  
Total max commission + bonus credit payout will equal \$10,000

#### IFQ Bonus Closeout

Loans funded between January 1, 2013 and February 28, 2013 will be awarded IFQ credit based on the following criteria:

- Team member must achieve 80% green files in either the January 1, 2012 – June 30, 2012 period or the July 1, 2012 – August 31, 2012 period. New hires on or after June 1, 2012 will be eligible.
- If either criterion is met the incumbent will be eligible for applicable IFQ bonus, three (3) basis points on funded volume for the eligible period. Subject to plan requirements.

The IFQ Score Bonus is based on all of the IFQ tool scores (includes canceled and denied loans) during the performance period on their personal production. If 80% or more of the Employee's files are scored in a "green" status, then the Employee will be eligible for an IFQ Score Bonus during the performance period on their personal production. Green status shall be communicated in writing by WFHM and maybe modified from time to time.

The Bonus is three (3) bps on the Employee's funded volume during the applicable performance period. Monthly funded volume shall be included. Loans referred to other employees are excluded.

Loans trued-up to a minimum commission level will be eligible for an additional three (3) bps bonus during the performance period. Loans achieving the max commission credit per loan will not be eligible for an additional three (3) bps bonus during the performance period. This will include loans achieving a max commission credit when the monthly commission and performance scorecard bonus achieve the max commission + bonus credit in combination.

Example: \$1.5M loan size at 63 bps monthly commission credit = \$9,450.  
\$1.5M loan size at 6 bps semi-annual performance scorecard bonus credit = \$900  
Monthly commission credit and semi-annual commission credit = \$10,350 in total  
Total max commission + bonus credit payout will equal \$10,000

#### Application File Quality Bonus (AFQ) and Submission to HLP in 5 Calendar days

Effective for funded loans with an application date between March 1, and March 31, 2013

- Team member must submit each loan file to the HLP within 5 calendar days (application to map receipt).

- A bonus credit of three (3) bps on the Employee's funded volume meeting this criteria will be credited monthly. 3Step, SDC, HE standalone and loans referred to other employees are excluded

Effective for funded loans with an application date on or after April 1, 2013

The AFQ and speed of submission bonus measures and credits funded loan on a monthly basis. Criteria for AFQ plus speed of submission bonus will be credited as follows.

- Team member must submit a loan file to the HLP within 5 calendar days (application to map receipt).
- Team member's loan file must receive a "yes" file quality score

Application file quality criteria shall be communicated in writing by WFHM and maybe modified from time to time.

A bonus credit of three (3) bps on the Employee's funded volume meeting this criteria will be credited monthly. 3Step, SDC, HE standalone and loans referred to other employees are excluded,

Loans true-up to a minimum commission level will be eligible for an additional three (3) bps bonus during the performance period. Loans achieving the max commission credit per loan will not be eligible for an additional three (3) bps bonus during the performance period.

Example: \$1.5M loan size at 63 bps monthly commission credit = \$9,450.  
 \$1.5M loan size at 6 bps semi-annual performance scorecard bonus credit = \$900  
 Monthly commission credit and semi-annual commission credit = \$10,350 in total  
 Total max commission + bonus credit payout will equal \$10,000

Home Mortgage Associate commission splits are not to be associated with the Business Excellence Bonus

**D. Commissions.**

Employee will be eligible to receive a monthly commission credit on personal production. With the Employee already receiving a bi-weekly salary, the Employee will not be eligible to receive a bi-weekly regular or guaranteed commission draw.

**E. New Employee Start-Up Option.**

If Employee is a new employee of Employer, the start-up option below may be selected by the 1<sup>st</sup> level manager with approval from the 2<sup>nd</sup> level manager. The option will be in force for a limited period of time beginning with the first day worked. The start-up option requires approval of the Regional Sales Manager and an extension may be granted at the discretion of the Regional Sales Manager. The option may be reduced or eliminated on a prospective basis at the sole discretion of the Employer. Any loans registered after the expiration or termination of this option are subject to the standard commission schedule set forth above.

**Commission Split Upon Registration/Funding**

For loan registrations obtained during the term of this Option, the Employee's commission rate shall be specified by the 1st level manager on Employee's Attachment A. Commission credit at the rate specified on the Attachment A shall be given on mortgage loan registrations obtained by Employee and accepted into processing during the month. An additional commission credit at the rate specified on the Attachment A shall be given during the month the loan funds. In no case shall commission credit be given on credit-only applications. All loan types that pay outside of the standard tiering structure are not eligible for the Registration/Funding startup option.

The following loan types are some, but not all, examples of loan types excluded from this Option and commission credit shall be given per standard Plan terms:

- Wells Fargo to Wells Fargo Refinance Loans (including refinance within six (6) months)
- Relationship Product Loans
- Wells Fargo Employee Loans
- Referrals to Program Specialists (Prefer to Refer) including Corporate Connection and Program Connection
- Canceled Loans (If a loan cancels, the commission credit from the application will be adjusted from future fundings)

Employee's eligibility for this Option is conditioned on Employee continuing in employment through the end of the time period covered by the Option. If Employee's employment ends for any reason during the term of this option, all commission credits shall be determined per normal Plan terms.

**F. Fee Collection.** It is the responsibility of the Employee to collect up-front third party fees including, but not limited to, the appraisal and credit report. Employee acknowledges that failure to collect is a willful violation of the Employer policy. Employee's commission credit shall be adjusted to account for any and all uncollected fees on canceled loans (including brokered out canceled loans), and denied loans.

**G. Monthly Volume Override.** Employee is eligible to earn a monthly override bonus on the funded volume of eligible sales of employees reporting directly to Employee. Override rate shall be determined each month by the total branch monthly funded units and the year-to-date branch Cost Per Loan (CPL) and according to the following schedule:

Tier	Total Unit Credits	Column A Rates: CPL $\geq$ 75 bps & $\geq$ \$1,800 per loan	Column B Rates: CPL $<$ 75 bps or $<$ \$1,800 per loan
1	< 30	0	3
2	30 - 42	2	4
3	43 +	3	5

**Total Unit Credits**

Unit credit(s) include funded units originated by eligible sales employee reporting directly and indirectly to the Employee and the Employee's personal production.

Special unit crediting rules are as follows:

- Each purchase unit count as one (1). Each refi unit count as one (1).
- Each prefer to refer referrals to employees who are not in the Employee's territory shall be credited as one (1) unit.
- Construction/Perm loans shall be credited as one (1) unit in the month the construction loan funds and one (1) unit in the month the permanent loan funds.
- Loans referred to the Corporate Connection platform shall be credited as one (1) unit.
- Home Equity loans funded as a first deed trust purchase mortgage will be credited as one (1) unit. No units will be credited for any other Home Equity loans or lines of credit.
- No units will be credited for brokered out loans.
- If two or more sales employees split commission on a loan, the unit will be credited for the sales employee indicated as the primary Home Mortgage Consultant on the loan. The unit credit shall not be split.

**CPL**

Cost Per Loan includes direct and fulfillment expense. Direct and fulfillment expense is defined as:

- Salaries & Overtime (not including HMCs or SMs) + Benefits & Taxes + Total Non-Comp Expense (includes Occupancy, Equipment, Advertising, etc.). It does not include bonus or commission expense.
- Fulfillment cost allocations

CPL performance is measured as a roll-up of the entire branch (es) as indicated on the Employee's Attachment A.

**Override Calculation**

The override rate shall be applied to the monthly funded volume of eligible sales of only those employees reporting directly to Employee. For example, if Employee has a Sales Manager direct report, then Employee is eligible to earn override on the funded volume of the Sales Manager but not on the funded volume of the sales employees reporting to the Sales Manager. Monthly funded volume of Employee's direct reports shall include purchase and refi volume, Corporate Connection volume, and Home Equity loans and lines of credit. Brokered out loans and Employee's personal transactions are excluded, and loans referred to employees outside the Employee's territory are excluded.

**Year-end Reconciliation of CPL (Column A & B)**

At the end of the plan year, the override will be reconciled based on the final year-to-date CPL level for the branch(es).

**1. Minimum Requirements.**

Employee must be employed by WFHM or an affiliate on December 31<sup>st</sup> to be eligible to be considered for the Year-end Reconciliation as described below. If Employee is employed by WFHM on that date but not covered by this Plan for the entire calendar year, Employee will be considered for the Year-end Reconciliation in accordance with the "Employment Status Changes" Plan provisions as set forth in the Plan.

**2. Determining the Year-end Reconciliation**

If the year-end CPL result corresponds to Column B, then the Employee shall be eligible for an additional override from any prior months the Employee was paid Column A rates. The additional override will be equal to the funded volume in that month multiplied by the difference in the Column A and B rates in the unit tier achieved that month. Note there is no year-end reconciliation of the unit tier.

If the year-end CPL result corresponds to Column A, then the Employee shall accrue an override deficit from any prior months the Employee was paid Column B rates. The deficit will be equal to the funded volume in that month

multiplied by the difference in the Column A and B rates in the unit tier achieved that month. Note there is no year-end reconciliation of the unit tier. The override deficit will be an unearned advance that will be subtracted from any remaining quarterly VFM Bonus for which Employee is eligible, and any remaining deficit shall be carried forward and subtracted from any quarterly VFM Bonuses in the following plan year. The override deficit shall not be subtracted from Employee's base salary, monthly override or commission payments.

**Example;**

Branch achieves year-end CPL of 73 bps and is eligible for Column B rates for all months.

Month	Unit Tier	Monthly Override based on YTD CPL from	YTD CPL bps	Monthly Override Rate Paid	Override Rate per YTD Reconciliation	Additional Override Rate Due
Oct	1	Jan 1 – Oct 31	78 bps	0 (A)	3 (B)	3
Nov	2	Jan 1 – Nov 30	76 bps	2 (A)	4 (B)	2
Dec	3	Jan 1 – Dec 31	73 bps	5 (B)	5 (B)	0

In the example, the manager is eligible for an additional override for the months of October and November. The additional would be 3 bps on October funded volume and 2 bps on November funded volume. While the example is limited to the final three months, an actual reconciliation would apply to each month of the plan year (commencing April 1) the manager was paid Column A rates.

**H. Monthly Volume Override Start-Up Option.** If Employee is a new employee of Employer, the Regional Sales Manager may approve a guaranteed volume override. Guaranteed volume override shall typically be limited to ninety days, at which time standard volume override provisions apply per Plan terms.

A guaranteed override shall be authorized for a limited amount of time for a new Branch Sales Manager as follows: A guaranteed override shall be defined as a non-recoverable monthly volume override whereby Employee receives that amount which is the greater of the two, standard volume override as set forth above, or the guaranteed monthly override, the second pay period of each month. If the standard volume override is less than the guaranteed override, the difference is not carried over into the following month.

Note that the first payment of the guaranteed volume override shall be made on the second pay period of the month following the Employee's start date as a Branch Sales Manager, in accordance with the standard payment schedule for volume override.

**For Example:**

Employee is put on a guaranteed volume override of \$300 per month payable the last pay period of each month for the first three months of employment commencing February 1 of the Compensation Plan Year. If during the month of February, Employee's standard volume override is \$200, Employee will receive the greater guaranteed monthly amount of \$300. If Employee's standard volume override is \$500 for the month of March, Employee shall receive the \$500 standard override payable the second pay period of April. Starting in May, the override is no longer guaranteed and, therefore, reverts back to the standard volume override and its provisions per Plan terms.

**I. Quarterly Purchase Unit / Purchase Volume Bonus.**

Provided eligibility criteria are met, Employee shall be eligible to receive a percentage of the branches' volume against the performance of the branches as indicated on Employee's Attachment A.

**1. Minimum Requirements.**

Employee must be employed by WFHM or an affiliate on March 31<sup>st</sup>, June 30<sup>th</sup>, September 30<sup>th</sup> and December 31<sup>st</sup> to be eligible to be considered for the Quarterly Purchase Unit / Purchase Volume Bonus ("Purchase Bonus") (Initial 50% payout) as described below. Employee must be employed by WFHM or an affiliate on December 31<sup>st</sup> to be eligible to be considered for the year-end true up (final 50% payout) of the Purchase Bonus. If Employee is employed by WFHM on the respective dates above but not covered by this Plan for the entire calendar quarter, Employee will be considered for the Quarterly Purchase Bonus in accordance with the "Employment Status Changes" Plan provisions as set forth in the Plan.

Provided eligibility criteria are met as set forth, Employee shall be eligible to receive a percentage of the branch(es) volume as determined by the schedule provided below and the performance of the branch(es) as indicated on Employee's Attachment A. Performance is measured as a roll-up of all the branch(es) against roll-up goals.

If Employee has an incentive pay credit shortage on the first Purchase Bonus pay period in the next plan year, the shortage shall be an advance payment, and WFHM reserves the right to offset this advance against the total Purchase Bonus amount for the Plan Year.

## 2. Definitions.

Purchase unit and purchase volume for purposes of determining Employee's Purchase Bonus shall be defined as total branch volume (including personal production, direct, and indirect report fundings). Purchase unit and purchase volume will be calculated by the Finance Department for the Compensation Plan Year.

## 3. Determining the Purchase Bonus

The Purchase Bonus is determined by actual purchase unit or purchase volume (better of purchase units or purchase volume) for the branch(es) and the following bonus schedule:

Purchase Units or Purchase Volume		
30 - 59 units or \$8MM - \$15.99MM	60 - 99 units or \$16MM - \$24.99MM	90 units + or \$25MM +
2 bps	4 bps	5 bps

Note: Results are cumulative YTD results. For example top tier of 5 bps is 180 units after Q2 results, 270 units after Q3 results, and 360 units after Q4 results.

Employee will be eligible to earn fifty percent (50%) of Employee's potential quarterly Purchase bonus based on year-to-date production results through the end of the last day of the calendar quarters ending on June 30<sup>th</sup> and September 30<sup>th</sup>, and will be eligible to earn one hundred percent (100%) of the Employee's potential quarterly Purchase bonus based on year-to-date production results through the end of the last day of the calendar quarter ending on December 31<sup>st</sup>.

The purchase bonus shall be true-up at the end of each calendar quarter based on the year-to-date purchase results. If the Purchase Bonus due based on year-to-date results is greater than actual Purchase Bonus paid through the end of the calendar quarter, then the additional Purchase Bonus due shall be paid no later than 60 days following the end of the calendar quarter. If the actual Purchase Bonus paid is greater than the Purchase Bonus, for which Employee is eligible, based on the year-to-date results, then any excess shall be an advance that shall be carried forward to the following quarter and subtracted from any future Purchase Bonus until the entire advance is recovered. Any advance remaining at plan year end will be carried over to the next plan year and subtracted from future Purchase Bonuses.

### I. Team Business Excellence Scorecard Bonus.

The Scorecard Bonus will consist of two objectives: Customer Loyalty Scores and Application to Cleared to Close in 25 Calendar Days scores for your direct reports. The Scorecard will be paid on quarterly scores on direct and indirect report production volume with no true-up or true-down.

#### Minimum Requirements.

Employee must be employed by WFHM or an affiliate on March 31<sup>st</sup>, June 30<sup>th</sup>, September 30<sup>th</sup>, and December 31<sup>st</sup> to be considered for Performance Scorecard Bonus as described below. If Employee is employed by WFHM on the respective dates above but not covered by this Plan for the entire performance period, Employee will be considered for the Performance Scorecard Bonus in accordance with the "Employment Status Changes" Plan provisions as set forth in the Plan.

If Employee has a commission credit shortage (vs. hourly pay advances) on the first, second, or third Performance Scorecard Bonus pay period, WFHM reserves the right to offset this shortage against the Performance Scorecard Bonus otherwise due.

#### Customer Loyalty Score Bonus

The Customer Loyalty Score Bonus is based on all of the responses received on questions 4, 5, and 6 of the customer satisfaction survey during the performance period on the Employee's personal production and direct reports. If 60% or more of the Employee's personal production and direct report responses receive 5s on all three questions, then the Employee will be eligible for a Customer Loyalty Score Bonus for the performance period. The Employee can also qualify for the bonus if their score on personal production and direct reports is outperforming the company average during the performance period.

The bonus is one (1) bps on the Employee's direct/indirect report funded volume during the performance period. Employee's personal transactions are excluded, and loans referred to employees outside the Employee's territory are excluded.



#### Clear to Close in 25 Calendar Days

Effective with April 2013 funding for loans with an application date on or after April 1, 2013. Results for April – June of 2013 will be applied to production for both January – March and April – June 2013.

The bonus opportunity for Application to Clear to Close in 25 Calendar Days, for a specific measurement period, will be credited when 15% of more of you direct/indirect report team's funded units move from application to clear to close in 25 calendar days, with a maximum allowance of three (3) calendar days for initial underwriting review.

The bonus is one (1) bps on the Employee's direct /indirect report funded volume during the performance period. Employee's personal transactions are excluded, and loans referred to employees outside the Employee's territory are excluded.

#### **K. Branch Inspection Process**

The Branch Inspection Process, as defined in writing by WFHM, will be carried out from January to December of the plan year. Receiving a score less than 90% (red) on the branch inspection nearest, and within, the end of the plan year will mandate a bonus recalculation.

Bonus recalculation, if any, will be processed at the end of the plan year and apply to December monthly Volume Override, fourth quarter true up/down of the Purchase Unit Bonus and fourth quarter Direct & Indirect Report Performance Scorecard Bonuses.

Bonus recalculation will include the subtraction of one (1) basis point multiplied by your direct report team's total funded plan year volume (December 1 – January 31). This value will be subtracted from the incentive credits described above. Should the recalculation generate a negative value it will be carried over to the next plan year and subtracted from future eligible bonuses.

#### Estimated and final bonus credits

An initial, estimated bonus credit will be granted when for performance against the opportunities described above. Bonuses credited on these estimates are tentative and not received. The final bonus credit will be based upon the final outcome of the Branch Inspection Process (BIP). If BIP result mandate a bonus recalculation the estimated bonus credit shall be adjusted downward by the entire amount of the recalculation.

#### **Section V. PAYMENT SCHEDULE**

**A. General.** Commissions shall be paid on the last pay period of each month based on the actual funding of mortgage loans by Employee during the previous month. The Semi-Annual Performance Scorecard Bonus on personal production shall be paid no later than 60 days following the end of the performance period. Monthly volume override shall be paid the last pay period of each month based on the actual funding of mortgage loans by eligible sales employees reporting directly to Employee during the previous month. The Year-end Override Reconciliation is payable no later than 90 days from the end of the plan year. Quarterly Purchase Bonus due, if any, less amounts paid in draw per Plan terms, shall be paid no later than 60 days following the end of the performance period. The Quarterly Performance Scorecard Bonus on direct and indirect reports production shall be paid no later than 60 days following the end of the performance period.

**B. When Incentive Payments are Earned.** To earn commissions, bonuses, or other incentives under this Plan, the Employee must be actively employed by Wells Fargo through the date commission credit is granted and through the end of the applicable performance period, unless otherwise expressly provided in this Plan or required by applicable law. This is an express condition of earning incentives under this Plan, it being one purpose of this Plan to provide an incentive to the Employee to remain in employment with Employer. This condition also recognizes the Employee's ongoing job responsibilities with respect to the closing of loans on which the Employee may be eligible to receive commissions/incentives. As provided in this Plan, some commissions and other incentives are estimates when paid, or are subject to adjustments after they are paid. When paid, those commissions, bonuses, or other incentives are advances of anticipated wages and are not wages that the Employee has earned. Those advances are not earned until after all adjustments provided for in this Plan have been calculated and implemented, and the other terms and conditions of the Plan have been satisfied.

#### **Section VI. ADMINISTRATION**

**A. Withholding Taxes.** Employer shall deduct from all payments under this Plan an amount necessary to satisfy federal, state or local tax withholding requirements. These obligations will be withheld from the Employee's compensation prior to payment.

**B. No Guarantee of Employment.** Participation in this Plan does not constitute a guarantee or contract of employment with WFHM, or participating employer. Such participation shall in no way interfere with any rights of WFHM, or participating employer, to determine the duration of a participant's employment or the terms and conditions of such employment. Therefore, each Employee shall remain an employee-at-will at all times during the duration of employment with Employer.

**C. Plan Administration.** The Plan Administrator is the EVP, Human Resources for WFHM. The Plan Administrator has the full discretionary authority to administer, interpret and construe the terms of the Plan. The Plan Administrator may, at any time, delegate to other personnel such responsibilities as it considers to be appropriate to facilitate the day-to-day administration of the Plan.

**D. Amendment and Termination of the Plan.** The Plan Administrator, with approval of the Head of WFHM, may amend, suspend or terminate the Plan at any time for any reason, with or without notice. No amendment, suspension or termination of the Plan shall adversely affect Employee's commission/incentive pay earned under the Plan prior to the effective date of the amendment, suspension or termination of the Plan.

**E. Dispute Resolution Process.** The Plan Administrator has the authority to resolve all issues and disputes related to the Plan. If Employee believes that his/her commission/bonus or other incentive pay is incorrect, either by being overpaid or underpaid, Employee must give written notice of the error to the Plan Administrator (or its delegate) within 60 days after Employee receives the incentive pay Employee believes to be incorrect. The notice should include calculations or other relevant facts supporting the request for review. Within 90 days, the Plan Administrator (or its delegate) will review the request to determine if there is an error and whether an adjustment is appropriate to offset the error. To the extent an adjustment is appropriate, the adjustment will generally be made within 30 days following the determination. All decisions by the Plan Administrator will be final, conclusive and binding.

**F. Attachment A.** All Attachment As are on-line for electronic usage and sign off. Follow instructions on the Attachment A website for instructions and frequently asked questions (FAQ). The link to the Attachment A's is:

<http://bonuscommission.wfhm.homestead.wellsfargo.com/>

The Bonus Commission Accounting customer service number is: 515-213-2458.

ELIGIBILITY/ EMPLOYMENT STATUS CHANGE	IMPACT ON:	
	Monthly Commission Credit	Semi-Annual Performance Scorecard Bonus
<b>New Hire, Transfer In, OR Promotion In</b>  <i>(Employee becomes a participant subsequent to first day of the Plan Year)</i>	Eligible for monthly commission credit for funded loans for the position held for the partial month, subject to Plan terms.	Credit toward the Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received commencing immediately upon the effective date of hire, transfer or promotion into an eligible position, subject to Plan terms.
<b>Transfer or Promotion Out</b>  <i>(Employee discontinues Plan participation due to transfer or promotion into a non-eligible position within Wells Fargo)</i>	Eligible for monthly commission credit for eligible loans which fund within thirty (30) days after transfer or promotion out of a position covered by the Plan, or in accordance with state law, provided Employee remains employed with Wells Fargo for the thirty (30) day period following the transfer or promotion.	<p>Credit toward the Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received through the effective date of transfer or promotion out of a position covered by the Plan, subject to Plan terms. Employee remains employed with Wells Fargo for the semi-annual performance period following the transfer or promotion.</p> <p>Subject to transfers, credit toward the Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received commencing immediately upon the effective date of transfer or promotion into the <u>new</u> eligible position, subject to Plan terms.</p>
<b>Voluntary Termination</b>  <i>(Employee discontinues Plan participation due to voluntary termination of employment. If, at the time of voluntary termination, team member is eligible for Retirement, see "Retirement" below.)</i>	Eligible for monthly commission credit for eligible loans which fund within thirty (30) days after termination of employment, or in accordance with state law. No commission credit shall be awarded for loans which fund more than thirty (30) days after the date of termination of employment.	Not eligible for Performance Scorecard Bonus if Employee is not employed on June 30 <sup>th</sup> or December 31 <sup>st</sup> in accordance with the Plan terms, unless Employee retires. (See "Retirement" below.)
<b>Involuntary Termination for Misconduct**</b>	<p>Misconduct may disqualify Employee from earning compensation under the Plan.</p> <p>If disqualified, no monthly commission credit shall be awarded for loans which fund in the month of termination.</p>	Not eligible for Performance Scorecard Bonus if the Employee is not employed on June 30 <sup>th</sup> or December 31 <sup>st</sup> in accordance with the Plans terms. Misconduct may disqualify Employee from earning compensation under the Plan
<b>Qualifying Event Under Salary Continuation Pay Plan</b>  <i>(Employee discontinues Plan participation due to a qualifying event under the WF Salary Continuation Pay Plan in effect at the time of the event)</i>	Eligible for monthly commission credit for eligible loans which fund within thirty (30) days after the end of the Employee's notice period.	A pro-rata share of the Performance Scorecard Bonus will be awarded, if any, based on <u>actual</u> scores and fundings through the calendar month that includes the end of Employee's notice period.
<b>Death or Retirement*</b>	Eligible for monthly commission credit for eligible loans which fund within thirty (30) days after Employee dies or retires.* No commission credit shall be awarded for loans which fund more than thirty (30) days after the date of death or retirement. Payment will be made to Employee, or Employee's estate.	Employee, or Employee's estate, will be paid a pro-rata share of the Performance Scorecard Bonus based on the <u>actual</u> scores and fundings through the end of the calendar month in which Employee dies or retires.*
<b>Approved Leave</b>	Normal commission credit, if any, per Plan terms will continue during the leave.	Eligibility for the Performance Scorecard Bonus will be awarded, if any, based on <u>actual</u> scores and fundings during the performance period.
<b>Paid Time Off</b>	Pay received for PTO is regular pay for the standard hours Employee would have worked if Employee were not using the PTO. This amount is advanced against the commission credit. Normal commission credit, if any, per Plan terms will continue during approved paid time off.	No impact to the Performance Scorecard Bonus.

\*For purposes of this Plan, Retirement is defined as the termination of employment after reaching the earlier of (i) age 55 with 10 years of service, (ii) 80 points [with one point credited for each completed age year and one point credited for each completed year of service], or (iii) age 65 with one completed year of service.

\*\*\*For purposes of this Plan, Misconduct means (i) Employee's receipt of notice of termination by Employer arising from 1) Employee's continued failure to substantially perform Employee's job duties, after receipt of written notice from Employer of the performance issues; 2) Employee's conviction of a crime that Employer determines requires termination or an act or omission that Employer determines renders Employee unbondable; 3) Employee's violation of Employer's policies including, but not limited to, Wells Fargo's Code of Ethics and Business Conduct, Information Security Policy or Compliance and Risk Management Accountability Policy; 4) violation of statutory, regulatory or any other compliance requirements applicable to Employer's business activities; 5) a breach of Employee's Employment Agreement or Trade Secrets Agreement with Employer and all exhibits and attachments thereto; and/or 6) brokering loans outside of Employer or one of its affiliates without Employer's knowledge and approval.

ELIGIBILITY/ EMPLOYMENT STATUS CHANGE	IMPACT ON:		
	Monthly Volume Override	Quarterly Purchase Bonus	Quarterly Sales Effectiveness Scorecard Bonus
<b>New Hire, Transfer In, OR Promotion In</b>  (Employee becomes a participant subsequent to first day of the Plan Year)	A pro-rata share of the monthly volume override will be awarded for the position held for the partial month and subject to Plan terms.	A pro-rata share of the Quarterly Purchase Bonus will be awarded for the position held starting for the first full month in the calendar quarter after status change and in accordance with Plan terms.	The Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received immediately upon the effective date of hire, transfer or promotion into an eligible position per Plan terms.
<b>Transfer or Promotion Out</b>  (Employee discontinues Plan participation due to transfer or promotion into a non-eligible position within Wells Fargo)	A pro-rata share of the monthly volume override will be awarded for the position held for the partial month and subject to Plan terms.	A pro-rata share of the Quarterly Purchase Bonus will be awarded for the position held for the partial quarter at the end of the month of the status change and in accordance with Plan terms. Employee remains employed with Wells Fargo for the quarterly performance period following the transfer or promotion.	Credit toward the Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received through the effective date of transfer or promotion out of a position covered by the Plan, subject to Plan terms. Employee remains employed with Wells Fargo for the quarterly performance period following the transfer or promotion.  Subject to transfers, credit toward the Performance Scorecard Bonus will be awarded for <u>actual</u> eligible funded loan volume and scores received commencing immediately upon the effective date of transfer or promotion into the <u>new</u> eligible position, subject to Plan terms.
<b>Voluntary Termination</b>  (Employee discontinues Plan participation due to voluntary termination of employment. If, at the time of voluntary termination, team member is eligible for Retirement, see "Retirement" below.)	Monthly volume override is earned at the end of each calendar month. Should Employee's last day of employment be before the end of the calendar month of the Plan Year, a pro-rata share of the monthly volume override will be awarded for the position held for the partial month and in accordance with Plan terms.	Quarterly Purchase Bonus is earned on the end of each calendar quarter of the Plan Year. Should Employee's last day of employment be before the end of the calendar quarter of the Plan Year, no quarterly bonus will be paid.	Performance Scorecard Bonus will not be awarded if the Employee is not actively employed on June 30 <sup>th</sup> , September 30 <sup>th</sup> , or December 31 <sup>st</sup> in accordance with the Plans terms, unless Employee retires. (See "Retirement" below.)
<b>Involuntary Termination for Misconduct or Cause**</b>	Misconduct may disqualify Employee from earning compensation under the Plan.  Monthly volume override is earned at the end of each calendar month. Should Employee's last day of employment be before the end of the calendar month of the Plan Year, no override will be paid.	Quarterly Purchase Bonus is earned on the end of each calendar quarter of the Plan Year. Should Employee's last day of employment be before the end of the calendar quarter of the Plan Year, no bonus will be paid.  Misconduct may disqualify Employee from earning compensation under the Plan	Scorecard Bonus will not be awarded if the Employee is not actively employed on June 30 <sup>th</sup> , September 30 <sup>th</sup> , or December 31 <sup>st</sup> in accordance with the Plans terms.  Misconduct may disqualify Employee from earning compensation under the Plan
<b>Qualifying Event Under Salary Continuation Pay Plan</b>  (Employee discontinues Plan participation due to a	A pro-rata share of the monthly volume override will be awarded, based on <u>actual</u> production through the calendar month that includes the end of Employee's notice	A pro-rata share of the bonus will be awarded, if any, based on <u>actual</u> production through the calendar month that includes the end of Employee's notice period.	A pro-rata share of the Performance Scorecard Bonus will be awarded, if any, based on <u>actual</u> scores and fundings through the calendar month that includes the end of Employee's notice period.

<i>qualifying event under the WF Salary Continuation Pay Plan in effect at the time of the event)</i>	<i>period.</i>		
<b>Death or Retirement*</b>	Employee, or Employee's estate, will be paid the monthly volume override due, if any, based on the actual performance through the end of the calendar month in which Employee dies or retires.*	Employee, or Employee's estate, will be paid a pro-rata share of the Quarterly Purchase Bonus based on the actual performance through the end of the calendar month in which Employee dies or retires.*	Employee, or Employee's estate, will be paid a pro-rata share of the Performance Scorecard Bonus based on the <u>actual</u> scores and fundings through the end of the calendar month in which Employee dies or retires.*
<b>Approved Leave</b>	Monthly volume override due, if any, will be paid based on performance through the end of the calendar month that Employee goes on an approved leave.  Employee will <u>not</u> be eligible for the monthly volume override if Employee is on a full month leave after the leave commenced.  Employee will be eligible for a pro-rata share of the monthly volume override for the month in which the Employee returns from an approved leave	Quarterly Purchase Bonus due, if any, will be paid based on performance through the end of the calendar month that Employee goes on an approved leave.  Employee will <u>not</u> be eligible for the Quarterly Purchase Bonus starting on the Employee's first full month on a leave period after the leave commenced.  Employee will be eligible for a pro-rata share of the Quarterly Purchase Bonus for the month in which the Employee returns from an approved leave.	Quarterly Scorecard Bonus due, if any, will be paid based on <u>actual</u> scores and fundings through the end of the calendar month that Employee goes on an approved leave.  Employee will <u>not</u> be eligible for the Quarterly Scorecard Bonus starting on the Employee's first full month on a leave period after the leave commenced.  Employee will be eligible for a pro-rata share of the Quarterly Scorecard Bonus for the month in which the Employee returns from an approved leave.
<b>Paid Time Off</b>	No pro-rata will be applied to the monthly volume override. Full override due, if any, per Plan terms will be paid for approved paid time off.	No impact to the Quarterly Purchase Bonus.	No impact to the Performance Scorecard Bonus.

\*For purposes of this Plan, Retirement is defined as the termination of employment after reaching the earlier of (i) age 55 with 10 years of service, (ii) 80 points (with one point credited for each completed age year and one point credited for each completed year of service), or (iii) age 65 with one completed year of service.

\*\*\*\*\*For purposes of this Plan, Misconduct means (i) Employee's receipt of notice of termination by Employer arising from 1) Employee's conviction of a crime that Employer determines requires termination or an act or omission that Employer determines renders Employee unbondable; 2) Employee's violation of Employer's policies including, but not limited to, Wells Fargo's Code of Ethics and Business Conduct, Information Security Policy or Compliance and Risk Management Accountability Policy; 3) violation of statutory, regulatory or any other compliance requirements applicable to Employer's business activities; 4) a breach of Employee's Employment Agreement or Trade Secrets Agreement with Employer and all exhibits and attachments thereto; and/or 5) brokering loans outside of Employer or one of its affiliates without Employer's knowledge and approval. Events such as those described above may trigger a termination for violation of policy. Team members terminated for violation of policy will not be eligible for unpaid incentives.

**Commissions and salaries during Short Term Disability (STD).** Employees are eligible to participate in the Wells Fargo & Company Short Term Disability Plan (the "STD Plan"). Detailed STD Plan Information is available in the *Benefits Book for Wells Fargo Team Members* or by calling Leave Management at the HR Service Center, 877-HRWELLS (1-877-479-3557). Employee must use PTO to cover the STD Plan's seven-day waiting period.

For the period in which Employee receives benefits under the STD Plan, monthly commission credit will continue. Then separately a STD benefit payment.

The excess (if any) net commission credit is paid to the Employee. In no case shall the employee be paid less than the calculated STD benefit level each month while on Approved Leave.



## W2W Specialty Loan Refinance Analysis

Loans Under 2011 and 2012 Compensation Plans

Commission System	Loans	Commission Difference If Minimum Commission Rate for W2W Loans Not Enforced
VCS	116,486	13,521,386
PMB	9,612	2,222,709
LIS	210,495	17,324,735
<b>TOTAL</b>	<b>336,593</b>	<b>33,068,831</b>

