PEPORT TIME: 14:02:20 PAGE: 19:349 WELLS PARGO BANK, N.A. PROGRAM: ACT2399P PEPORT: ACT2399-A CHMISSION REPORT FOR PERIOD 01/01/11 - 01/31/11 EMPLOYEED: C460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU; 0035341 HIRE DATE: 12/01/06 FRES CLUB: N TOTAL ACTIVE JR: 00 TOMMISSION:
HOB UNDERAGE:
TOMM ON OVERAGE:
TOMM ON OVERAGE:
TOMM ON OVERAGE:
TOMM ON ORIG FEE:
MISC. ADJUSTMENTS:
TIPECT COMMISSIONS: VCLUMES; FIFELINE; SPECIALTY; PUPCHASE; TIERS: FURCH VOLUME: : PURCH REFERRALS: : UNITS 6 0 INITS 1,644.01 56.00+ 98#.01 .30 .co PEFF: 3 417,602

TOTAL VOLUME: 8 417,602 PRF1 TIER 5 0 0 TOTAL VOLUME: \$ 417.602 2
TOTAL PREFERRALS: \$ 0 0 0 HMA II APPLIT

JUTROUND SPLITS: \$
INBOUND SPLITS: \$
MAJUSTED COMMISSION: \$ IND LIEN: REMOVATION: REMOVATION: \$ 0 PRICING VIOL: \$ 155,295 TEAM SPLITS: \$
PANTEED DRAWS: 3
LAR DRAWS: 3
CARRYOVER: \$.00 .00 1,450.00 PURCH TIER MOR APPROVAL ID: 865 B/C APPROVAL ID: 202 . 30 .00 \$ 561,99- PAID SET DUE/OVERDRANN: \$ DOAN GRIG FEE DISC SUBSIDY RTF/ ANT PD RXTS THRU WFHM RTD ORIG BASE INCENTIVES ADJ ADJ \$ 5R\$ ORIG REVENUE THRSHLD MISC REVENUE SPLIT eroker fres SRE/S COMMON GVR/UND GVR/UND TOMM ON .00



WELLS PARGO BANK, H.A. COMMISSION REPORT FOR PERIOD 01/01/11 - 01/31/11 PROGRAM: ACT2399P PEPORT: ACT2399-A PEPORT TIME: 14:02:20 PAGE: 19:950 ADJ ADJ S EMPLOYRED: 0440228 STALLMORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA: FRES CLUB: N ORIG FEE DISC VARIANCE OVR/UND BROKER REVENUE FEES THRSHLD SR\$/\$ COMM ON OVR/UND OVR/UND SUBSIDY AMUUNT OVR/UND STO ORIG BASE INCENTIVES COMM ON 215,667 2,356.67 2.00 .00 .00 33.09- .00 .00 .00 2,389.76- 0 1 .00 .2,356.67 25.0 NM 0 25.0 Sep.16 .00 .00 .00 2,389.76- 0 1 .599.16

LAST NAME: ROBINSON LOAN #:0317108397 SC: N AU: 0015341 REPI: Y RROKER: N 7AN: C SEC PIN: N FLT LNN: N SZ CUST: N /HOD ID: FIX30 SECROM: Y PMPL: LOAN TYPE: DI PROD CODE: FN2PM NUSHP

PSG LATE: 12/20/10 FUNCED DATE: 01/31/11 CANCEL DATE: LOCK DATE: 12/29/10 PRICING: N AIP: 99.986

OR LMI: N PROP LMI: N DISC O/U: 0.000 SUBSIDY BPS: 0.000 RTF/ZXT: RTF/ZXTE: .000

D LOAN RC: FO APPL ID: NISC REVENUE RC: THRESHOLD: GROUP: TOTALS: 372,897 5,713.60-3,560.74 3,713.60 .00 .00 1,469,74- 1,469,74- .00 1,043.99 .00 .00 3,622.60-1,041.99 MISCELLANROUS ADJUSTMENTS:
ADJ # LOAN # BORROWER RC DESCRIPTION AHOUNT! 27455 27456 0316091356 AU TRUST LOSS ON CANCELLED LOAN 803163 2316389386 AU TRUST LOSS ON CANCELLED LOAN 803163 0316091156 56.00-TOTAL MISC ADJE INBOUND SPLITS: TYPE EMPLID EMPL NAME BORROWER NAME LOANS LOAN ANT RATE TYPE SPLIT AMT **** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD **** ASSOCIATE COMMISSION SPLITS: NAME TYPE TIER AMOUNT

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

WELLS FARGO BANK, N.A. CLHMISSION REPORT FOR PERIOD 02/03/11 - 02/28/11 CATE: 05/11/11 PEPDAT TIME: 14:02:10 [AGE: 17,911 PROGRAM: ACT2399P PRPORT: ACT2399-A EMPLOYEES: 0460228 STALLMORTH, PATRICIA K TITLE: MCRTGAGE CONSULTANT E SSN: XXX-XX-1379 AU: 0035341 HIRR DATE: 12/01/06
SRA:
FREE CLUB: 5 N : GULD REHT BO : RE BYITOA JATOT MMISSION:
AND UNDERAGE:
TOME ON UNDERAGE:
TOME ON UNDERAGE:
TOME ON ORIGEREE
MISC. ADJUSTMENTS: | Composition | TIERS: AMOUNT UNITS PURCH MOLUME: \$ 3 2 2 PURCH REFERRALS: \$ 3 0 REFI TIER \$ 0 TOTAL VOLUME: \$ 159,842 TOTAL REFERRALS: 3 0 MIR APPROVAL ID: 845 R/C APPROVAL ID: 242 ADJ OVRJUND TOTALS:
| 100 | 100 | 22,990 | 22,990 | .00 | .00 | 1,221,800 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .00 | .0 MISCELLANDOUS ADJUSTMENTS: ADJ 8 SOAN 8 SORROWER RC DESCRIPTION AMOUNT AU TRUST LOSS ON CANCELLED LOAN 803108 0310878921 14.00-LOA DEIN JATOT 14.00-IMPOUND SPLITS: TYPE EMPLID EMPL NAME SORROWER NAME LUMBY COM ANT PATE TYPE SPLIT AMT 94 208,550.50 1,522.42 D 1,522.42 A 2545158 BELL, JULIA L HICKE 0 2316632694 TOTAL INBOUND SPLITS: ASSOCIATE COMMISSION SPLITS: EMPLID MAME

TYPE TIER

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

TROGRAM; ACT2199P PEPORT: ACT2199-A WELLS PAROD BANK, N.A. DATE: 04/21/11 REPORT TIME: 14:02:16 FAGE: 15,826 FOR PERIOD 01/01/11 - 03/31/11 COMMISSION: 508 UNDERAGE: \$ \$ \$ \$ COMM ON UNDERAGE; COMM ON OVERAGE; COMM ON ORIG FEE; MISC. ADJUSTNENTS; TIERS: PURCH VOLUME: PURCH REFERRALS: AMOUNT VOLUMES: LOSTS UNITS PITELINE: SPECIALTY: PUPCHASE: 822,325 274,636 274,636 REFE DIPECT COMMISSIONS 6,903.69 REFI TIER 3 274,636 413.090 APPLY TOTAL VOLUME: \$
.ND LIRN:
RENOVATION: 4 687,726 TOTAL REFERBALS: 5 0 G INBOUND SPLITS: .00 INBOUND SPLITS: 5
MOJUSTED COMMISSION: 5
MET TEAM SPLITS: 5
MARANTEED CRAMS: 5
MIAM CPAMS: 5
ACARYOVER: 5
MET DUE/OVERORAMN: 5 .00 .00 1,850.00 PURCH TIER 5 687,726 4,249.73 MOR APPROVAL ID: 865 8/C APPROVAL ID: 282 YOLEBUE LOAN ORIGIFEE DISC SUBSIDY RTF/ ANT PD MISC BROKER PEVENUE ADJ SR\$/\$ COMM ON AMOUNT VARIANCE OVR/UND EXTS THRU MFMM REVENUE PEES THREALD OVR/UND CVR/UND OVR/UND OVR/UND COMMON C COMM ON OVR/UND DIRC OTL 186.000 1.800.30 45.0 P 8 53.0 354.00 .c0 254.00
LAST NAME: CPESPO LCAN \$:0313173791 SC: M AU: 3035341 PEFI: N BROKER: N FAM: C SEC FIN: N FLT EWN: N EI CUST: N
POOD ID: FIX30 ESCRON: Y EMPL: N LCAN TYPE: BU PROG CODE:
REG DATE: 10/21/10 FUNDED DATE: 03/04/11 CANCEL DATE: LOCK DATE: 02/08/11 PRICING: N AIP: 101.125
BORR LMI: N PROP LMI: N DISC 0/U: SUBSIDY BP9: RTP/EXT; PTF/EXT8: .000
ADD LOAN RC: ZO APPL ID: MISC REVENUE RC: THRESHOLD: GROUP:

PROGRAM: ACT2399P FEPURT: ACT2399-A WELLS FAROD BANK, N.A. TOMMISSION REPORT FOR PERIOD 03/01/11 - 03/31/11

DATE: 04/21/11 REPORT TIME: 14:02:36 PAGE: 15,827

				äR A 1							Lum: N
NAOJ. Triudina	PRI DIRO VARIANCE	DISC OVR/UND	SUBSIDY	PTP/ EXT\$	ANT PD THRU WPHM	MISC REVENUE	BROKER FEES	REVENUE THRSHLD	EDA CINULAVO	SR1/1 CVR/UND	COMM ON OVR/UND
STD GRIG	BASE	INJENTIVES		ADJ SR1	ADJ \$ GRIG	SPLIT					CRIG FEE
688,000 (-00.ces, a	3.00	.00	.00 0.0	00. 00. NESCOO 1UA W	. 00	a,600.00	1,500.00	7,100.00	50 1	1,550.00
I POD !D: A'	RMIL ESCR	OW: N FMPL:	N LCAN TYPE	: NT	FROG CODS:						CUST: N
P LOAN RO	01/26/11 N PROP LM. C: EO A	PUNDED DATE 1: N DISC OF PPL ID:	I: 03/15/11 'U: 0.000 MIS	CANCEL I SUBSIDY BY C REVENUE	PATE: PS: 0.000 F RC: THRES	LOCK RTF/EXT: SHOLD:	DATE: 03/15 RTF/EXT GROUP:	/11 PRIC %: .000	ING: N AIP	: 102.032	
14,636	946.36.	946.36	. 00	.00	.00 501.57 H AU: 003534	.00	0	.03	,00	0	.00
LAST HAME:	ALASTRA	e i	OAM #:03201	97148 SC:	M AUI 003534	II REPI: N	BROKER: N	FAM: C SEC	FLN: N FLT	CNN: N EZ	CUST: N
HEG DATE:	2/28/11	PUNDED DATE	1: 03/24/11	CANCEL D	ATE: Os: 0.000 F	LOCK	DATE: 03/02	/11 PRIC	ING: N AIP:	101.000	
					RC: THRES						
230.222 2	2,302.22-	H63.33	, 20	.00	33.11+ 1.035.99 N AU: 003534	.00	.00	.00	1,472.00-	o •	.00
LAST NAME:	PECOTYS		OAN 4:03207	02509 SC:	M AU: 003534 PROG CODE: F	1 PEF1: Y	BROKER: N	PAMI C SEC	FIN: N FLT	DWN: N EZ	CUST: N
REG DATE: 0	3/09/11 PROP LN1	PUNDED DATE	03/31/11 U: 100.374	CANCEL D	ATE: PS: 0.000 R PC: THRES	LOCK TF/EXT:	DATE: 02/25 RTF/EXT	too		100.361	
TOTALS						*****					
1,375,726 1 13,757.26	3,757.26-	4,749.03	.00	.00 3,314	33,11-	33.11	- 8,600.00	, 30	4,938.6	6	3,403.71 3,314.46
MISCELLANEO	DUS ADJUSTM Dan #	ENTS: BORROWER	RC	DRSCRIPTI	ON						AHOTONE
04002 0 24651 0	310264957	MARBES ALASTRA	AU LL	TRUST LOS	R ON CANCELL ADJUSTOR	ED LCAN	03102				14.50-
	••••••		• • • • • • • • • • • •				••••••	· · · · · · · · · · · · · · · · · · ·	TOTAL MISC A	DJ:	185.50
INBOUND SPL	1TS:										
TYPR EMPLI	D EMPL NA	ME	BORE	ROWER HAME	L	GAN#	LOAN	ANT	SATE TY	PE S.	PLIT AMT

**** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYER FOR THIS PERIOD ****
[MIERNAL USE ONLY]

HELLS FARGO BANK, N.A. COMMISSION REFORT FOR PERIOD 03/01/11 - 03/31/11

EMPLOYEER: 0460228 STALLMGRTH, PATRICIA K TITLE: MORTUAGE CONGULTANT (SSM: XXX-XX-1379 AU: 003534) HIRE DATE: 12/01/06 SRA:

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

PATE

TYPE TIER

AMOUNT

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

PROGRAM: ACT2199P PEPORT: ACT2199-A

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

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

					FOR PE	R100 04	/01/1	1 - 04/29	/11						PAGE	: 14,456
EMPLOYEES: 0					5 8. 8	l t								RG	es C	CUB: N
COMMISSIONI ROB UNDERAGE COMM ON UNDE COMM ON OVER COMM ON OVER COMM ON ORIGI MISC. ADJUST DIRECT CO HMA OUTBOUND SPL INBOUND													וטו	AL AC	LIVE	JW: UG
BOB UNDERAGE	1	\$									*****				-	*******
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VISC. ADJUST	MENTS		14,	.00-	PUMUHA	13 E 1	•	633 84	•	• •	2001 71			241	784	2
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.NHOUND SPEI	13:			187 68	LAD DI	TION	•		٥	ň					<i>.</i> .	
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LET DURYO	CESUBAHN	. š	į	158.09	FAID		8	C APPROV	AL ID	262	OVERTIM	PREMIUN	: \$.00
50470		•							-							
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HAOL THUOKA	VARIANC	S OVR/L	סאו		EXT\$	THRU	WFHM	REVENU	8	FRES	THRSHL	OVR/	מאנ	CVR.	מאט /	OVR/UND
																COMM ON
STD ORIG	RASE	INCES	SELLINES		ADJ	ADJ	5	571.1	ı							ORIG FEE
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121,631 1	304 38.	1 264	0.3	0.0	. 110		. 66	. 00		. 00	. 20	140.	21-	200 :	SCF	200.00
204 75	45.0	CP CP	TA CE	,	59.0	7	11.68		. 30)						711.68
AST NAME:	SALANA	C; 5,	E.C	AN # 03	19510856 30	E M AUE	C0351	141 PEFI:	N BR	OKER: N	FAM: C SI	C FIN: N	FLT	EWN: 1	4 EZ	CUST: N
PROD ID: FI	XIA FSC	ROM: Y	EMPL: N	LCAN T	YPE GV	PROG	CODE	RECHE								
PEG DATE: 0	1/16/11	PUNCE	BTAC C	04/08/	11 CANCEL	DATE		LOC	K DAT	E: 03/18	/11 PR	CING: N	AIPs	100.	84	
THE PARTY AND A SECOND	DDAN F	wt. 13 f	SECT OUT		VOTORITO A	RDQ.	0.000	PTF/FXT,		PTP/PXT	.000					
ADD LOAN RC	. 20	APPL IE) :		HISC REVENU	E RC C	THRE	SHOLD: 1	00.75	O GROUP:	GL					
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LAST NAME:	MICSAH		LC	AN 8:03	23261084 SC	LUA M L	00353	HAL REFI:	YBR	OKER: N	FAM: C SI	C FIN: N	flt	CWN: 1	EZ	CUST: N
2900 ID: F1	X30 ESC	ROW: Y	EMPL: N	LOAM T	YPE: NT	PROG (CODE	FD2FD								
REG DATE: 0	3/01/11	FUNDE	D DATE	04/29/	II CANCEL	DATE:		1.00	CDAT	B: C4/15	/11 PRI	CING: N	AIPs	101.1	13	
BORR LHIL N	PROP L	MI: N C	12C 0/0	7: 101.7	SO SURSIDY	8PS: (2.500	RTF/EXT:		RTF/EXT	.000					
ADD LOAN RC	RO.	APPL 10	11	,	HISC REVENU	R RC: CI	THER	CHOLD: 1	0,50	G GROUP:	HP					
						INTEP	HAL US	E ONLY								

DATE: 05/20/11 REPORT TIME: 14:02:15 PAGE: 14,457 WELLS FARGO RANK, N.A. COMMISSION REPORT FOR PERIOD 04/01/11 - 04/29/11 PROGRAM: ACT2399P FEPORT: ACT2199-A SIF/ ANT PD MISC EXTS THRU MENN PRVENUE
ADJ ADJ S EMPLOYEES: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1179 AU: 0035341 HIFE DATE: 12/01/06 SRA: TRES CLUB: 12 LOAM ORIG FEE DISC SUBSIDY
AMOUNT VARIANCE OVE/UND
ORIG BASE INCENTIVES
FEE SR BROKER PRVENUM PEES THROUGH ADJ SRY/\$ COME ON OVR/UND CVR/UND CVR/UND STD ORIG COMM ON ORIG FEE TOTALS: 414,325 9,131,19-9,696,29 5,131,19 .30 .00 36.98- 2,611.98- .00 .30 1,046.88-3,811.07 .00 MISCELLANEOUS ADJUSTMENTS: ADJ 8 LCAN 8 BORROHER RC DESCRIPTION AMOUNT 5 AME AU TRUST LOSS ON CANCELLED LOAN 003196 14.00TOTAL MISC ADJ: 16.00-15975 3 3319670535 14.00-INBOUND SPLITS:
TYPE EMPLID EMPL NAME SCRROWER NAME TMA MAGLE RATE TYPE SPLIT AMT

TYPE TIER

AMOUNT

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

**** WO ASSOCIATE COMMISSION EPLIT RECORDS FOR THIS EMPLOYES FOR THIS PERIOD ****
INTERNAL USE ONLY

ASSOCIATE COMMISSION SPLITS: SMPLID NAME

PROGRAM: ACT2399P FEPORT: ACT2399-A

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

DATE: 06/17/11 FEPCRT TIME: 14:02:17 PAGE: 13,977

COMMISSION:						SP	λı							AU:	00353	-			PRS	7/01/0 CLUB: % JR:	Ж
BOR INDERACE	z ,	3																1102	· · · ·		50
BOB UNDERAGE TOMM ON UNDER TOMM ON OVER TOMM ON ORIGO MISC, ADJUST DIRECT CO	PM:	į		0.0		901.0	MES.		AM	OUNT	(24)	TT	TIFE	e.				34/1	ner.		1-41-5
CONNE ON OVER	AGR.	3	121	.10		CITEL	INE.			550.442	4,1		THE C	ນັ່ນຕ	LIMR.		*	74.0	26.00	o	1
COMM ON ORIG	1 798:	Š	2.135	. 16		SPRCI	ALTY	Š		đ		á	PURC	H RE	PERRA	7.5.				ž	•
VISC ADTIST	TWENTS:	į.				21 IDCH	ACE	Š		26.000		1									
TIPECT CO	MMISSIONS	,	2.	298.46		ACPI:				405,455		•	2891	778	»				76 00	0	1
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TARE DANGER! LIPE DATE THE SPECIAL THE CASTRARY A CASTRARY	70.	Č		.00		ND L	TPM .	•••		,		à	TOTA	1. 20	DC201		ž	•	· · · ·	0	7
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AMMIECT A	WVANCE;	,											7400		MUUF5	:			7.5	8.000	
ULAR ADVA	CMCRT	*	1,992	.00 A1			2.0						COURS	(IME	HOUR	31				.000	
V CARATOV	ZZZ	•		. 50	•		.40		***	APPROVAL	101 5	203	DOWS	L#/1/	TE HE	UKS.	٠.			.000	
HET TEAM SPE RANTZED A VLAR ADVA / CARRYOV HAT EUR/O	HWANCKSV	5		75.66		LAID			H/C	APPROVAL	10: 4	i 11 2	OAEM	TIME	PPEM	IUM				.00	
lgan Amount	ORIG FER	DIE OVR/U	SC VD	30831	DΥ	537.7	5 TH	RU MPH	4	MISC REVENUE		FEES	THR	SHLD	C1	VR/L	סאת	C	/R/UN	o öv	R/UND
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STO ORIG										SPLIT											MON ON
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WELLS FARGO BANK, N.A. COMMISSION PEPORT FOR PERIOD 04/30/11 - 05/31/11 DATE: 06/17/11 REPORT TIME: 14:02:17 PAGE: 13.978 FROGRAM: ACT2399P FEPORT: ACT2399-A EMPLOYEED: C460228 STALLHORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU; 0035341 HIRE DATE: 12/01/06 SRA: PRES CLUB: N BROKER nagi Truduka ORIG FRE DISC VARIANCE OVR/UND 5R1/\$ SUBSIDY RTT/ PEVENTE THRU MENN REVENUE OVR/UND SPLIT ADJ S STD CRIG BASE INCENTIVES SRE GRIG ./.mur: 181,455 4,814.55- 2,603.67 4,814.55 .00 13.97- 13.97- .00 2,105.34 250.80 .50 2,224.85-MISCELLANEOUS ADJUSTMENTS: BORROWER LCAN I RC DESCRIPTION **** NO MISCELLANEGUS ADJUSTMENTS RECORDS POR THIS EMPLOYEE FOR THIS FERIOD **** INBOUND SPLITS:
TYPE EMPLID EMPL NAME PATE TYPE COAN AMT BCRROWER HAME LOANS SPLIT AMT

INTERNAL USB CHLY

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

**** NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ****

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

COMM ON

AMOUNT

COMMISSION REPORT
FOR PERIOD 06/01/11 - 06/30/11
TLE: MORTGARE ACCURATE DATE: 07/15/11 PEPORT TIME: 14:01:57 PROGRAM: ACT2399P PEPORT: ACT2399-A EMPLOYEEB: 0460228 STALLHURTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA: AMOUNT \$ 392, 3 \$ TOTAL ACTIVE JR: 00 COMMISSION: BOB UNDERAGE: DOB INDERAGE: \$.00 VILUMES: COMM ON UNDERAGE: \$.00 PITELINE: SCHOOL OF COMM ON OVERAGE: \$.00 PITELINE: SCHOOL OF COMM ON ORIGIFE! \$.00 PITELINE: SPECIALISE \$.00 PITELINE: SPECIALISE \$.00 PITELINE: SPECIALISE \$.00 PITELINE: SPECIALISE \$.00 PITELISE \$.00 AMOUNT UNITS COM ON UNDERAGE:
COMM ON OVERAGE:
COMM ON OVERAGE:
COMM ON ORIG FEE!
HISC. ADJUSTMENTS:
DIPECT COMMISSIONS: UNITS TIERS: 392,306 FILERSI VOLUME: \$ 840,000 PURCH REPERRALS: \$ 0 3 RSF1: REFI TIER \$ 840,000 1 TOTAL VOLUME: \$ 1,528,786 TOTAL VOLUME: \$ 1,520,786 3
TOTAL REFERRALS: \$ 0 0 END LIEN; RENOVATION: \$ PRICING VIOL: \$ PURCH TIER PEGULAR HOURS: OVERTIME HOURS: 4CR APPROVAL ID: HON B/C APPROVAL ID: KHS DOUBLETINE HOURS: OVERTINE PREMIUM: \$ LOAN ORIG PER DISC SUBSIDY RTF/ ANT PD MISC BROKER REVENUE ADJ ANGUNT VARIANCE OVR/UND STD ORIG HASE INCENTIVES ADJ ADJ S SPLIT FEE SR SR SR GRIG ANT SRE/S COMPLON CVR/UND OVR/UND 00, 00 ,00 8,400.00 0 \$ CY ,00 200.00 3,580.00

AEULS FARGO BANK, N.A. CUMMISSIGN PEPORT FOR PERIOD 06/01/11 - 06/30/11 PEPORT TIME: 14:01:57 PAGE: 15:259 PROGRAM: ACT2399P FEPORT: ACT2399-A EMPLOYEER: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA: FRES CLUB: N RTF/ ANT PD MISC EXT\$ THRU NPHM REVENUE ADJ SR%/\$ COMM ON OVR/UND OVR/UND LOAN ORIG PER DISC AMOUNT VARIANCE OVR/UND SUBSIDY BROKER REVENUE FEES THRSHLD BASE INCENTIVES ADJ 5 STD CRIG SPLIT COMM ON ORIG FEE AMT .00 ,00 .00 461.22+ 0 \$ CP .00 J.......... TOTALS: 1,228,786 15,287.86~ 4,435.85 15,287.86 .00 .00 .00 .00 .00 .00 10.852.01-6.742.77 200.00 5,541.77 MISCELLIANROUS ADJUSTMENTS: BURROWER RC DESCRIPTION AMOUNT **** "MISCELLANEOUS ADJUSTMENTS RECORDS FOR THIS EMPLOYER FOR THIS PERIOD **** IMBOUND SPLITS: TYPE EMPLID EMPL NAME BORROWER NAME LOANS LOAN AHT RATE TYPE SPLIT ANT **** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYER FOR THIS PERIOD **** ASSOCIATE COMMISSION SPLITS: SHPLID NAME PATE TYPE TIER AMOUNT **** NO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ****
INTERNAL USE ONLY

FROGRAM: ACT2399P REPORT: ACT2399-A

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

DATE: 08/12/11 PEPORT TIME: 14:02:12 FAGE: 15:001

EMPLOYEES: 040	60228 5	TALLMON	TH, PATE	ICIA K		HORTI SRAI	Gage	COMBULT	TANT 1 SS	N: XXX	XX-1	179 AU:	003534	1 11			2/01/06 CLUB: 1	
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AST NAME: KE HOD ID: PIX! MG DATE: 06/ ORR EMI: N	EESRE O PSCRO O3/11 PROP LM	OM: Y RO FUNDED I: N DIS	LOAN IPL: N I DATE: G IC Q/U:	04027 DAN TY: 07/14/1: 102:42	PE: GV CAM L CAM L SUBSTI	SC: I Cal Di Cal Dy	K AU: PROG : ATE:	003534 CODE: 0.300 R	lock i TP/RXT:	BAUKER O (BATE) RTP	: N F 6/06/ /EXT%	АМ: (3 Si 13 FR. : .30ф	IC FIN: ICING: :	H FL	T DWN:	H K2	541.	17
AMT NAME: KE HOD 10: PIX! KG DATE: 06/ ORR LMI: N JD LUAN RC:	RSRE 10 PSCRO 11/10 PROP IMI 14 DR	OW: Y RA FUNDED I: N DIS PPL ID:	LOAN IPL: N I DATE: G IC Q/U: 094-433	0 0:027 DAN TY: 07/10/1 102:62 7451 M	PE: GV CAW SUBSTI	SC: I CEL DA DY BAS ENUE F	R AU: PROD : ATE: 9: C	003534 Cod#: 0.300 R 7 Thres:	l refi n Lock i TP/RXT: HOLD: 101.	BRUKER O (BTF RTP HI ODD.	1 N F 4/06/ /EXT% OUP:	AM (- G S) 12 FR : - 300 GP	ic fin: Icing: :	H FL	T TWN:	H 12	441. CUST:	17 N
AGT NAME: KE HOD ID: PIXE MG DATE: 06/ CRR LMI: N UD LUAN RC: 135,000 1,3	EESEE 10 FSCRC (03/11 PROP LM: RG AF	OW: Y RE- FUNDED I: N DIS PPL ID: 675.00	LOAN IPL: N I DATE: G IC Q/U: U94-613	E 8:027 DAN TY: 07/18/1 102.62 7451 H	PE: GV E : GAN E : GAN E : SUBSTI ESC : HKVI	SC: 	R AU: PROD : ATR: 9: 1 PC: CI	003534 CODE: 0.000 R' F THRES: .00	LOCK I LOCK I TP/RXT; HOLD: 101.	BRUKER CATE: 0 RTF .000 DP	: N F 4/06/ /EXT% OUP: 1	AM: G Si 12 FR: : .360 GP	IC FIN: ICING: :	# FL: V AS: 5.00-	Т 134N: Р: 102 119	. 651 3 Ня	943. CUST: 1	17
AMT NAME: KE HOD ID: PIXI HOD DATE: 06/ CRR LMI: N LD LHAN RC: 135,000 1,3 1,350,00 AST NAME: SH	EESEE 10 FSCRC (03/11 PROP LM EQ AI 850,00- 41.0 CI	OW: Y RE- FUNDED I: N DIS PPL ID: 675.00	LOAN IPE: N I DATE: Q IC Q/U: 094-633 G CP ICAN	#1027 DAN TY: 07/18/1: 102.62: 17451 M .00	7265435 78: GV E CAM E SUBSTI ISC RKV 43:0	SC: CRL DI DY BPS ENUR F GG SC: E	R AU: PROG : ATR: 9: 1 PC: Ci	003534 CODE: 0.000 R' F THRES: .00 90,50	LOCK I TF/RXT; HOLD: 101.	BRUKER CATE: 0 RTF .000 DP	: N F 4/06/ /EXT% OUP: 1	AM: G Si 12 FR: : .360 GP	IC FIN: ICING: :	# FL: V AS: 5.00-	Т 134N: Р: 102 119	. 651 3 Ня	943. CUST: 1	17 N
AST NAME: KE HOD 10: PIXI MG DATE: 06/ ORR LMI: N DD LUAN RC: 135,000 1,3 1,350,00 AST NAME: SM	HESEE OFFICE	OW: Y REFUNDED I: W DIS PPL ID: 675.00	LOAN IPE: N I DATE: G IC G/U; 094-613 G CP LCAN	E 8:027 DAN TY: 07/18/1: 102:62: (7451 H) .00	7265435 PB: GY L CAM L SUBSTI ISC REVI 43:0 3382328	SC: I	R AU: PROG : ATR: 9: - Ci PC: Ci	003534 CODE: 0.000 R F THRES: .00 90.50 003534	LOCK I TF/RXT; HOLD: 10100	BROKER EATE: 0 RTF .000 DP	: N F 6/06/ /EXT% OUP: 1	AM: G Si 12 FR : _300 GP .00 AM: C Si	IC FIN: ICING: : 67! IC FIN:	H FL: 5.00- H FL:	T DWN: P: 101 119 T CWH:	H R2 - 651 3 HH N R2	943. CUST: 1	17 N
AST NAME: RE HOD 10: FIX MG DATE: 06/ ORR LMI: M SD LUAN RC: 195,000 1,3 1,350,00 AST NAME: SM ROD 10: FIXI WJ DATE: 05/	EESRE 10 FSCR0 703/11 PROP LMI RU AI 850.00- 41.0 CI 41.10 CI 41.11 KSCR0 24/11	ON: Y TO FUNDED I: Y DIS PPL ID: 675.00 F ON: Y PH FUNDED	LOAN IPL: N I DATE: Q IC Q/U; 094-653 G CP LCAN IPL: N L DATE: Q	E 8:027 DAN TY: 17/18/1 172.62: 7451 H .00 E 8:040! CAN TY:	726543% PR: GV CAM STRSTI SGC REV Al: 3182326 PR: NT CAM	SC: I	R AU: PROG : ATE: 9: () PC: () PC: () PC: ()	003534 CODE: 0.000 R F THRES: .00 90,50 003534	LOCK I FPRI N FORD FORD FORD LOCK I LOCK I	BROKER CATE: 0 RTP CO DH	: N F 6/06/ /EXTS OUP: : 50 : N F:	AM: G SI 13 FN : 2000 GP .00 AM: C SI	ic fini icingi : 67 ic fini icingi !	H FL: 5.00- H FL:	T DWN: P: 101 119 T CWH:	H R2 - 651 3 HH N R2	943. CUST: 1	17 N
AGT NAME: RE HOD 10: PIXI HO DATE: 06/ CRR LMI: M AD LUAN RC: 135,000 1,3 -1,50,00 AGT NAME: SH ROD 10: PIXI F/I DATE: 05/ CRR LMI: H	EESRE 10 FSCR0 (03/11 PROP LM1 RG A1 850,00~ 41.0 CI 41TH 15 KSCR0 (24/11 PROP LM1	ON: Y ED FUNDED IN DIS PPE ID: 675.00 P PUNDED IN DIS PUND	LOAN IPL: N I DATE: 0 IC Q/U: 094-633 IC CP LCAN IPL: N L DATE: 0 IC O/U:	E 8:027 DAN TY: 07/14/1 192.62: 7451 H .00 E 8:040! CAN TY: 17/25/1: 130.50!	ZESEJS ZE: GV L CAM L SUBSTI LSC REVI LSC REVI L	SC: I CRL DA DY BAS ENUR A SC: E CRL DA	R AU: PROG : ATR: 9: Ci PC: Ci R AU: PROG : ATR:	003534 CODE: D.300 R: F THRES: .00 90.50 003534 CODE:	LOCK I TF/RXT; HOLD: 101 .00 1 PEPT; Y LOCK I TF/EXT;	BAGKER CATE: 0 RTP .000 DP .009 BROKER CATE: C	: N F 6/06/ /EXTS OUP: : 00 : N F: 6/02/:	AM: G SI 12 FR 13 FR 100 GP 100 AM: C SI 11 PRI 1 100	ic fini icingi : 67 ic fini icingi !	H FL: 5.00- H FL:	T DWN: P: 101 119 T CWH:	H R2 - 651 3 HH N R2	943. CUST: 1	17 N
ANT NAME: NE HOD 10: PIXI MG DATE: 06/ ORR LMI: N	10 FSCR0 10 FSCR0 103/11 PROP IM1 RG AI 850,00~ 41.0 CI 411H 15 KSCR0 (24/11 PROP LMI EO AI	OW: Y DO FUNDED I: Y DIS PPL ID: 675.00 F OW: Y PM FUNDED I: N DIS PPL ID:	LOAN IPL: N I DATE: Q IC Q/U; 094-653 G CP ICAN IPL: N I DATE: Q IC Q/U;	1 8:027 DAN TY: 17/18/1: 102.62: (7451 M .00 1 8:040: CAN TY: 7/25/1: 133.50: M	7265435 PE: GV L CAM L SUBSTI LSC REVI 43:0 182325 PE: NT L CAM L CAM S C REVI	SC: E CRE DA DY BRS ENUR F OO O SC: E CRE DA DY BRS ENUR F	E AU: PROG : ATE: S: B AU: PROG : ATE: COMPANY B AU: PROG : ATE: B AU: PROG : ATE: B AU: PROG : ATE: B AU: B AU: ATE: B AU: B AU: ATE: B AU: AT	003534 CODE: 0.000 R F THRES: .00 90.50 003534 CODE:	L REFIL N LOCK I TF/FXT: HOLD: 101 .00 L PEPT: Y LOCK I TF/FXT: HOLD: 100	BACKER CATE: 0 RTF .000 DH .00 BROKER CATE: C RTF .750 GR	: N F 6/C6/ /SXT% OUP: 30 : N F: 6/03/! /RXT%	AM: G Si 12 FR. 1 2000 GP .00 AM: C Si 11 PRI 1 .000	ic fini icing: : 67! ic fini icing: !	H FL N A1 5.00- H FL I A11	T DMN: P: 102 119 T DMH: P: 100	N 82	941. CUST: 1 119.1 580.1 CUST: 1	17 N
AGE NAME: NE HOD 10: PINA MIC DATE: 06/ ORR LMI: N	10 FSCR0 10 FSCR0 103/11 PROP IM1 RG AI 850,00~ 41.0 CI 411H 15 KSCR0 (24/11 PROP LMI EO AI	OW: Y DO FUNDED I: Y DIS PPL ID: 675.00 F OW: Y PM FUNDED I: N DIS PPL ID:	LOAN IPL: N I DATE: Q IC Q/U; 094-653 G CP ICAN IPL: N I DATE: Q IC Q/U;	1 8:027 DAN TY: 17/18/1: 102.62: (7451 M .00 1 8:040: CAN TY: 7/25/1: 133.50: M	Zedala BirgV Cambining Revi Siren Birgi Birgi Cambining Revi Siren Birgi Cambining Revi	SC: E CRE DA DY BRS ENUR F OO O SC: E CRE DA DY BRS ENUR F	E AU: PROG ATE: 9: PC: C E AU: PC: C ATE: E AU: PC: C ATE:	003534 CODE: 0.000 R F THRES: .00 90.50 003534 CODE:	L REFIL N LOCK I TF/FXT: HOLD: 101 .00 L PEPT: Y LOCK I TF/FXT: HOLD: 100	BAGKER CATE: 0 RTF. 000 DW .000 BROKER CATE: C RTF. 750 GW	1 N F 6/06//5XT% OUP: 0 1 N F 6/02//KXT%	AM: G Si 12 FR. 1 2000 GP .00 AM: C Si 11 PRI 1 .000	C FIN: CING: : 67! C FIN: CING: !	N FL N A1 3.00- N FL N A21	T DWN: P: 102 119 T DWN: P: 100	N 82	941. CUST: 1 119.1 580.1 CUST: 1	17 N 50 S0 W
AAT NAME: KE HOD 10: FIXE MG DATE: 04/ OATE: 0	ESRE 10 FSCR0 103/11 PROP LM RQ AI 1556.00 41.0 CI 41.0 CI 41.0 CI 41.1 PROP LM EO AI 645.75-	CM: Y ED FUNDIN I S DIS PPL ID: 675.00 F FUNDIN I S PPL ID: 675.00 F FUNDIN I S PPL ID: 64,640.5	LOAM IDATE: 0 IC 0/U: 094-633 IC 0/U: 094-633 IC 0/U: DATE: 0 IC 0/U: 094-633	8:027 DAN TY 77/18/1 102.62 7451 M .00 8:040 XAN TY 17/25/1 130.50 M	Page 13 Page 1	SC: I CRE DI DY BPS ENUR F OO SC: E I CRE DA DY BPS ENUR A	E AU: PROG PO CI E AU: PC: CI E AU: PC: CI E AU: PC: CI	003534 CODE: 0.000 R F THRES: .00 90.50 003534 CODE:	L REFIL N LOCK I TF/FXT HOLD: 101 .00 1 PEPT: Y LOCK I TF/EXT HOLD: 100 .00	BAGKER CATE: 0 RTF. 000 DW .000 BROKER CATE: C RTF. 750 GW	1 N F 6/06//5XT% OUP: 0 1 N F 6/02//KXT%	AM: G Si 13 FR : 2000 GP .00 AM: C Si 11 PR: 1 .000	C FIN: CING: : 67! C FIN: CING: !	N FL N A1 3.00- N FL N A21	T DWN: P: 102 119 T DWN: P: 100	N 82	941. CUST: 1 119.1 580.5 CUST: 1	17 N 50 10 11
AGT NAME: RE- HOD 10: FIXE HOD 10: FIXE HOD DATE: 04/ CORR LMI: N LOD LUAN RC: 1)5.000 1.1 1.350.00 AGT NAME: SH HOD 10: FIXE FY/ CATE: N LOD LOAN RC: TALS: L86.070 2. 2.445.79 LICKELLARFOIN	ESSEE 10 NSCRO (03/11 PROP LMI RU AI 150.00- 41.0 CI 41TH 3 KSCRO (24/11 PROP LMI EO AI 445.75- I ADJUSTS	CM: Y EN FUNDED IN N DIE PPL ID: 675.00 P PL ID: 675.00 PPL ID: 675.00 PPL ID: 675.00 PPL ID: 675.00 PPL ID: 500 PPL ID: 500 PPL ID: 500 PPL	LOAR LOAR LELINI DATE: 0 CO/U: 094-633 CO CP LIVAN LIV	8:027; 1027; 1747; 177; 177; 173	Zedas Per Cambridge Review (SC: I CRL DA DA BAS ENUR F CO SC: E CRL DA RNUR F .00	R AU: INROG ATR: 9 Cr Cl E AU: IROG ROG Cl PC: Cl	003534 CODE: 0.700 R 0.700 R 00354 CODE: 0.000 R 7.74883	L REFI N LOCK I TF/RXT; HOLD: 101 .00 L PEPT: Y LOCK I TF/RXT; HOLD: 100 .00	BACKER GATE; 0 RTF GGO GH .00 BROKER CATE; C RTF .750 GH	1 N F 6/06//SXT% 000% 30 1 N F 6/02// /RXT% 000 . 00	AM: G Si 13 FR : 2000 GP .00 AM: C Si 11 PR: 1 .000	C FIN: CING: : 67! C FIN: CING: !	N FL N A1 3.00- N FL N A21	T DWN: P: 102 119 T DWN: P: 100	N 82	943. CUST: 119.5 580.1 CUST: 176.1	17 N 50 S 0 W
2,845.75 ISCRLLANROUS DJ & LOA	ESER 10 NECRO 10 NECRO 10 NECRO 11 PROP LM 150.00- 11.0 CI 11.1 CI 11.1 CI 12.1 CI 12.1 CI 13.1 CI 14.1 CI 15.1 CI 16.1 CI 16.	CM: Y EN FUNDED IN N DIE PPL ID: 675.00 P PL ID: 675.00 PPL ID: 675.00 PPL ID: 675.00 PPL ID: 675.00 PPL ID: 500 PPL ID: 500 PPL ID: 500 PPL	LOAR LOAR LELINI DATE: 0 CO/U: 094-633 CO CP LIVAN LIV	8:027; 1027; 1747; 177; 177; 173	Zedas Per Cambridge Review (SC: I CRL DA DA BAS ENUR F CO SC: E CRL DA RNUR F .00	R AU: INROG ATR: 9 Cr Cl E AU: IROG ROG Cl PC: Cl	003534 CODE: 0.700 R 0.700 R 00354 CODE: 0.000 R 7.74883	L REFI N LOCK I TF/RXT; HOLD: 101 .00 L PEPT: Y LOCK I TF/RXT; HOLD: 100 .00	BACKER GATE; 0 RTF GGO GH .00 BROKER CATE; C RTF .750 GH	1 N F 6/06//SXT% 000% 30 1 N F 6/02// /RXT% 000 . 00	AM: G Si 13 FR : 2000 GP .00 AM: C Si 11 PR: 1 .000	C FIN: CING: : 67! C FIN: CING: !	N FL N A1 3.00- N FL N A21	T DWN: P: 102 119 T DWN: P: 100	N 82	943. CUST: 119.5 580.1 CUST: 176.1	17 N 50 50 M

DRAM: ACT2399P DRT: ACT2399-A

HELLS FAROO BANK, N.A.
COMMISSION REPORT
FOR PERIOD 07/01/11 - 07/29/11

PEPORT TIME: 14:02:12 PAGE: 15:062

EMPLOYEEW: 0460238 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONGULTANT (SSN: XXX-XX-1379 AU; 0035341 HIRE DATE: 12/01/06 SRA: PRES CLUB: M

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

TYPE TIER

AMOUNT

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

POGRAM: ACT2399F PEPORT: ACT2199-A				29415S	ICH RE	K. N.A. PORT - 08/31/1	1			¥ E	PORT TIME	E: 09/23/11 E: 14:02:11 E: 15.550
EMPLOYEES: 0460228 S	STALLMORTH, S	PATRICIA K	iom : butili Arg		CUNSUL	TANT (SS	N: XXX-XX+1	379 AU:	0015341			TLUB: M
	3									33.13	AL ACTIVI	I JE: 00
TOM ON UNDERAGE:		2**	VOLUM	· a .		w v nert	DITS	TIERS			MUUNT	CNITS
THE ON OVERAGE!	, i					1.758.271			OLUMBI	'	131.57	
THE ON CALC PER		7.74	PIFELI	TV.	;	3, 148, 274		PURCH V	ULUMB) PEFSAATA.	;		
MISC. ADJUSTMENTS:	;	.00	FUNCHAS			131,577	ĭ		epspaals:			
CIRRET COMMISSIONS		760.00				131.17	ò	PEFE TO				
	PPLY	.09						PAPE I.	8.5	,	131,57	1
						131,577	1		OLUME:			
INBORNO SPLITS:		. 20	NO LIE		,	. 31, 377	à					
ADJUSTED GEORG COM		. 10 770 . 00	APPENDAT			3	3	TUTAL R	rferrals:	\$	c.	•
VET TEAM SPLITS:		.30	PRICING				ă		: ER			
TO I I TAME DELIGHT	,		PARCINO	AIDEL	*	u	•					
CARANTEED ADVANCE:	·	. 10 AT						* KUULAN	HCC'RS:		179	
VEGULAR ADVANCE:	3 2.13	4.00 AF						JYERTIR	e hours:			, 200
FFRT LARRIUTERS	, ,,	2.00		90			ID: HOM	COUNTER	INE WAIRS	٠.		. 200
NRT DUE/OVERDRAWN:	y 1	, 384.00-	PAID		M/(: APPROVAG	ID: KHS	CANMEIN	R SHIMINH	1.2		. 30
AHOUNT VARIANCE				שפורד	WFHM	BEAEMUE	FFES	THRSHU	O OVR/		OVR/CHO	
STD ORIG BASE	INCENTIVES		ADJ		ì	SPL IT AHT		*******	*******		******	CHIN DE
131,577 1,302.75 1,302.75 1,302.75 43.0 CLART NAME: ACKER JR 1800 10: FIZIS EXCEPTED 07/24/11 HORR LMI: N FOP LM ADD LIVAN RC: FO ALL	OM: Y EMPL: FUNDED DAT I: N DISC O	COAN 0:04050 N LOAN TYPE E: 00/25/11 /U: 101.000	6761J SC: L: GV CANCEL SUBSIDY 8	R AU: PROG (Datri Ps: (003534 700#1 1.000 R	(1 REPI: N (DCX D ITF/RXT:	BROKKR: N SATE: 07/27 RTF/EXT	FAM: 0 31 /11 PR: %: -300	KC PIN1 N KCING: N	FLT C	WN: N RZ	119.82 540.18 CUST; N
TOTALS: 131,577 1,302.75*			.00		.00	. 03			. 00			139.42
1.302.79			*•	0.1		. 00						90.16
TRULDA RUCHHALISTRING & LOA		RC	DESCRIPT	ION								AMOUNT
**** HO HISCELIAN	TEULDA BUKA	HENTS PECOND	S FOR THE	s emptic	YEE FO	R THIS PRR	100 ****					
INBOUND SPLITS: TYPE EMPLID EMPL NA	we.	Ros	ROWER NAM	4		OANE	LOAN	AHT	PATE	TYP	R .	PLIT ANT
**** NO INSCUMP 68	PLIT MECORD:	FOR THIS K	HPLOYRE P	R THIS	PERIO	D						

**** NO ASSOCIATE COMMISSION SPLIT PECCHOS FOR THIS MAPLOYRE FOR THIS PERIOD ****

PEPCRT TIME: 14:02:05 FROGRAM: ACT2399P REPORT: ACT2399-A WELLE PARGO BANK, N.A. COMMISSION REPORT FOR PERIOD 09/01/11 - 09/30/11 EMPLOYEEB: C440228 STALLHORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSM: XXX-XX-1379 AU: 0035341 HIRB DATE: 12/01/06
SPA: PRES CLUB: S TOTAL ACTIVE JR: 00 CONSTRETON: BOB UNDERACE; COMM ON UNDERACE; COMM ON OVERACE; COMM ON ORIG FEE; AHOUNT 1,086,446 TIERS: AHOUNT UNITS
FURCH VOLUME: \$ 236,242 2
PURCH REFERRALS: \$ 0 0

PEFI TIER \$ 298,242 2 .00 574.63 6,661.18 .00 7,235.81 VOLUMES: PIFELINE: SPECIALTY: UNITS 298.242 PURCHASE OMA 20 APPLY
OUTROUND SPLITS: \$
INBOUND SPLITS: \$
ANNUALED GROSS COMM: \$
HET TEAM SPLITS: \$.00 .00 .00 7,215.01 TOTAL VOLUME: \$ 1,449,057 7
TOTAL REFRARALS: \$ 0 0

FURCH TIER \$ 1,449,057 7 FRICING VIOL: \$ T TEAM SPLITS: \$
RRANTEED ADVANCE: \$
JUAN ADVANCE: \$
V CARRYOVER: \$.00 .00 AT 2,055.00 AT \$ 1,449,057 PEGULAR HOURS: CVERTIME HOURS: DCUBLETIME HOURS: ,#6.00 \$ 3,194.81 PAID .00 MGR APPROVAL ID: HON B/C APPROVAL ID: KHS V CARRYOVER: \$ 1.986.00 LOAN ORIG FEE DISC SUBSIDY RTF/ ANT PD HISC BROKER REVENUE
AMOUNT VARIANCE OVER/UND EXT\$ THRU WPHM REVENUE FEES TRESHLD C

STD ORIG BASE INCENTIVES AND ADD \$ SPILIT
FEE OR SRB ORIG AMT SR\$/\$ TCHM ON OVR/UND LCA CMU\RVO

PROGRAM: ACT2399P FEPORT: ACT2399-A

WELLS FARGO BANK, H.A. COMMISSION REPORT FOR PERIOD 09/01/11 - 39/30/11

EMPLOYEED: C460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA: 7889 CLUB;)

DATE: 10/21/11 REPORT TIME: 14:02:05

RTF/ ANT PD NISC EXIS THRU WERM REVENUE LOAN ORIG FER DISC AMOUNT VARIANCE OVR/UND BROKER REVENUE ADJ FEES THREND OVE OUD SUBSIDY SRE/S COMM ON OVR/UND OVR/UND AOJ BASE INCENTIVES STD CRIG COMM ON SPLIT .00 .00 %,187.50 0 \$ CP .00 1,827.50 .00 .00 .03 4,272.50- U 5 CF .JU 1,102,90 ADD LOAN RC: FO AFFE 12.

149,445 1,436,45- 3,20 .00 .00 .00 .00 .00 .00 1,498,45- 55 3 MM 55.6
1,498,45 13.0 WM 0 CF 43.0 544,33 .00 .00 .00 .00 1,498,45- 55 3 MM 55.6
1,498,45 13.0 WM 0 CF 43.0 544,33 .00 .00 .00 .00 PROPERTY OF THE DESTRICT OF THE DES

PROGRAM: ACTI399P FEPORT: ACTI399-A WELLS FAROO BANK, N.A. COMMISSION REPORT FOR PERIOD 09/01/11 - 09/30/11 DATE: 19/31/11 REPORT TIME: 14:02:05 PAGE: 16,320

EMPLOYEE	8: 0460228 S	TALLWORTH.P	ATRICIA K	TITLE: MORT SRA:	MAGE CONSUL	TANT (SSN	i: XXX-XX-13	79 AU: 00	35341 HIRE		/01/04 LUB: N
t.c. AMOUT		OVR/UND		EXT\$	THRU WEHN	REVENUE	BROKER FEES	THRSHLD	EGA GNU/RVO	OVR/UND	OVR/UND
STD ORIG	BASE SR	INCENTIVES			ADJ \$ GRIG				• • • • • •		COM ON ORIG FEE
MAR TEA! B1 BOR: TAG DEK INJ RR	9 2,219.50- .50 58.0 C 4E: STURM : PIX10 SSCR E: 08/11/11 I: N PROP LM F 9G: EO A	OW: Y PMPL: PUNDED DATE I: N DISC O PPL ID: 094	LOAM #:04054 :N LOAM TYPF B: 09/13/11 /U: 101.875	110059 SC: S: GV CANCEL D SUBSIDY BP SC REVENUE	R AU: 00353 PROG COOR: ATE: S: 0.000 RC: CF THRE	41 REPI: N LOCK D RTF/EXT: SHOLD: 101.	BROKER: N F. ATE: G8/11/ RTP/EXTS 000 GROUP: 6	AM: G SEC 11 PRICI : .000 GF	FIN: N FLT NG: N AIP:	101.894	CUST: N
TOTALS: 1,449.05 14,461.	57 14,461.05- .05	15,754.57	.00	.00 6,661	.18	. 30	.30	. 20	1.293.52		574.63 6,661.18
MISCELLA ADJ #	NEOUS ADJUST LEAN &	ments: Borroner	RC	DESCRIPTI	ON						AMOUNT
****	NO MISCELLAN	EOUS ADJUST	MENTS PECORD	S FOR THIS	EMPLOYEE FO	OR THIS PER	10D ••••				
INBOUND TYPE EM	SPLITS: IPLID KMPL N	AMB.	BOR	ROWER HAME	ł	BNAG	LOAN F	WT	FATE TYP	e s	PLIT AMT
****	NO ENBOUND S	PLIT RECORDS	FOR THIS E	MPLOYES FOI	R THIS PERIO	p ****					
Associat Emplid	'E COMMISSION NAME	SPLITS:		PATE	TYPE	TJER	AMOUNT				

**** *** ASSOCIATE COMMISSION SPLIT PECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ****
INTERNAL USE ONLY

PEPCAT: ACT2399F

WELLS FARGO BANK, N.A. "CHMISSION REPORT" FOR FERIOD 10/01/11 - 10/31/11

| LATE: 11/17/1 | PEPORT TIME: 14:02:1 | FAGE: 18,22

EMPLOYEES:					#A:								THES. C	1.1:2
C.MMISSIONI												ATTE	, ACTIVE	38: 00
THE RESTRICTION OF THE PERSON	18 f	:			*****	_								
COMMITTEE CHE	F.KAUS:	3		•	, LUMA	3:	_ ^	PLAINT	-3112	TIERSI			NUNT	NITS
THE CH CVE	PAGE	5	131.9	•	PIFELIN	元 (5	542,500	3	LUSCH AC	LME	Ş	0	, ,
THM CHICK!	G FREE	\$	3,239,3	•	SPECIAL	TYL	ş	9	3	MACH AR	FEHRALS:	\$	9	•
MISC. ADJUS	THENTS	,	. 9	o ·	PURCHAS	16 2	3	9	,	*******				*******
CERRET	OMMISSION	8: 3	2,43	G,78	PEPI:		\$	514,708	1	PEPE TIE	t	\$	0	• •
HMA	. 30 .	VBBFA	٠. ن	g.				• • • • • • • • • •	******					
THOUSE SP	LITS:	9	. 3	0	TOTAL V	OLUME:	\$	514,708	2	TOTAL VO	LIME:	\$	534,708	. 2
INBOUND SPL	113;	•	٠.	0	- NO LIE	M:			d d	CUTAL PR	FFRALE	3	0	
ADJUSTED	GNOSS CO	H441 5	2.4)	0.76	PENDYAT	TONE	\$	3	3				• • • • • •	
YET TRAM SP	LITS:	3	. 0	0	FRICINO	VIOL:	\$	3	2	MIRCH TE	黄	3	514.708	
H'ARANTEED .	ADVANCE:	s	. 3	0 AT						PEGULAR	KKURS:		:58	. 500
VOA RAJUDNE	ANCE:	Ś	1.302.0	TAC						SVERTIME	BUCKS:			100
PREV CARRYO	VER.	è		3 5		38	w:	R APPROVAL	. ID: NOM	COURTET:	E WITE.			100
HET DUE	OVERDRAIN	. 3	52	8.74	PAID		8/	C APPROVAL	1D: J24	GVERTIME	PHRMIUM	3		.30
COMMISSION OF THE COMMISSION OF THE CHARLES OF THE	CRIG FE	8 315	sc st	BSIDY	RTF/	AHT	r po	MISC	BRCKER	REVENUE	Las	•	JR4/S	2000 ON
IA/AH AMOUNT	VARIANCE	OVR/U	1 0		AXT\$	טאוד	WFHOM	REVENUE	FEES	THRSHLD	OVR/U	O.	OVR/UND	OVR/IDVO
STD ORTG	BAGE	INCENT	IVES		ADJ SRE	ADJ S	1	SPLIT						COND4 OR
72E	¥ ™				SPE	CRIC		TYCA						CRIG FEE
PHOD ID: F PHO DATE: 0 PORE LNI: 1 AUD LOAN RO 103,508	1X10 RSC1 60/03/11 N PROP IN C: RO / 4.025.00- 41.0 P ROYD JR	FUNDED FUNDED (I; N D: NPPL (D: 3,019.8	DIPE, N : DATE: 1 RC O/U: 1 O CF	TYP: 101,500 101,500 HI: .00	R: GV CANCEL : SUBSIDY B: SC PEVENUE .00 41.0 615627 SC:	I-POG C DATE: PS: 3 RC: CF	CODE: 1 1.000 7 THRE: 00 9.78 003534	AFSRVC LUCK RTF/EXT: R SHOLD: 101 .00	ELVED PATE EXL ATP/EXT EXL ATP/EXT GOOGLOUP; OO OO R SERVER	/II PREC %: .500 .JP	1,006.21		71.500 > \$ C F	.99
PEG DATE:	10/10/11	51707.80	DATE: 1	0/11/11	CANN'FE. I	'ATE	ODE: .	1000	CATE: CA/11	/11 per-	****** ** **			
FORR LHILL	N PROP L	II N DI	SC 0/UI	100,750	SUBSIDY BE	28: 3	.C00 F	TP/EXT	BTP/RXT	\$2 .30g	.,		10.130	
DOTALS:														
134.70#	5.147.0#-	5.001.	81	. 20	. 20		. 00	. 00	. 00	a	0 14	4. 27-		131.54
PPTALS: 334,708 5,347,00	2,14	3,000.	••		2,294	1,24		.00			, ,,	J. 27-		2,299.24
HISCRLLANSO	DUS ADJUST	HENTS: RHOG	CWEN	RC	DESCRIPTI	CM								AMOUNT
vo	MESCREIAN	IEXCUS AD	JUSTNENT	S PECORE	S FOR THIS	EMPLO	YER PO	ETHES FE	**** QC18					
INPOUND SPI	LITS													
TYPE EMPL		AHK		BLE	ROWER HAME	t .	:	CANE	LCAN	AHT	PATE	TYPE	5	PLIT AMT

**** DO INSECTED SPLIT SECURES FOR THIS EMPLOYEE FOR THIS PARTOD ****

INTERNAL USE ONLY

RAM: ACT2199P RT: ACT2199-A

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

PEPGRT TIME: 11/17/11 PAGE: 14:02:13 PAGE: 18,230

EMPLOYEED: 3460228 STALLMORTH, PATRICIA K. TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1374 AU: 0035341 HIRE DATE: 12/01/06 SRA:

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

RAIR TYPE TIER

AMOUNT

**** 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 PEPORT FOR PERIOD 11/01/11 - 11/30/11

SATE: 12/16/11 REPORT TIME: 14:02:18 FAGE: 19:401

COMMISSION: BOB UNDERAGE; COMM ON UNDERA COMM ON OFFER COMM ON OFFER TISC. ADJUSTNE DIRECT COMM SMA	\$ GE: \$ EE: \$ TISSICNS: \$.00 .00 1,073.26	VOLUM PIPELI SPRCIA	E9 1					7	OTAL ACTIV	E JR: 00
BOB UNDERAGE: COMM ON UNDERA COMM ON OVERAG COMM ON ORIG F MISC. ADJUSTNE DIRECT COMM SMA	GE: \$ E: \$ EE: \$ NTS: \$ ISSICNS: \$.00 .00 1,073.28	VCLUM FIFELI	E9 1							
OUTBOUND SPLITS	GE: 5 E: 5 EE: 5 NTS: 5 ISSICNS: 5	.00 1,073.25	FIRELI	E 3 1		~					
DARAGO NO MAGGO NO MAGA NO MAGGO NO MAGO NO MAGGO NO MAGGO NO MAGGO NO MAGGO NO MAGGO NO MAGGO NO MAGG	E: 3 EE: 5 NTS: 5 ISSICNS: 3	1,073.28	1.11271		_ ^~	OUNT	UNITS	TIERS:		TRUONA	
MISC. ADJUSTNE DIFECT COMM SMA	eri ; NTS: 5 Issichs: 5	1,0/3:25	an most s	NE I	- 1	820,100	4	TURCH VOI	UMBI 3		2
DIFECT COMM SMA .00 OUTBOUND SPLIT	NISI S ISSICNS: \$	305 65	25.000			2			SHACS: 2	:	3 9
STARCT COMM OUTBOUND SPLITS DIROUND SPLITS	ISSIGNS: 3	989.00	PURCHA DEME	2 8 1	3	0 0 249,600	,				· · · · · · · · · · · · · · · · · · ·
OUTBOUND SPLITS		2,362.24	KAPII		•	149,000	4	PRES SIBE	•) 3
CHROUND SPLITS	APPLT	. 23	COTAL	unt must.		- 40 600		****** 1101	1510.		
. THE CHURCH	31 3		TUR II	YOUGHE:	•	249,800		TOTAL VOL	DDC10 A	249,600	, ,
	1 3		77914 1s i	ATOM.			4	COLAL PRE	KNAMPS: 2		, ,
HET TOUR CREEK	OSH COMME 3	2,364.26	NEGETAN NEGETAN	CIVEL	3	,	3	(410/3) ***		249,600	1
THE PART OF LAND	31 3	. 00	PRICIN	G ATOR:	•	,	u	PURCH III	int 3 usumari	249,640	1
ANTERD ADV	AMCE: 2	1 0 0 0 0 1 T						PEGULAK	COURS;	130	1.000
JAR ADVANC	E: 3	4,040.00 As			4~0		10. UCM	OCCUPATION	NOURS I	130	.108
CARRIOVER	1 3		3	. 69	.70.75	APPROVAL	IDI AUA	INCREATIF	B HOURS!		.000
NET DURYOVE	S INMANGE	22.28	PALO		870	APPROVAL	10: 324	OAFKLINE	SKPWICH! 2		. 30
COAR GE	RIG FEE DI NRIANCE CVR/I	ISC SUBSID	Y KIP Exts	/ AMI THRU	PD NPHM	HISC REVENUE	Broker Fees	revenue Thrshld	ADJ OVR/UNO	SR\$/\$ CVR/END	CCMM ON OVR/UND
arm note			101			CO1.17					CHM ON
STD ORIG :											ORIG PER
249,600 2,4 2,496.00 LAST NAME: CO PROD ID: PIX3 REG DATE: 09/1 BORR LMI: N I ADD LOAN RC:	O ESCROW: Y 14/11 FUNDE PROPLMI: N.O	EMPL: N LGAN KD DATE: 11/30 DISC O/U: 100.	TYPE: NT /11 CANCEL 625 SUBSIDY	PROG C DATE: BPS: 0	CODE: FR	izen Lock e P/ext i	ATE: 09/14 PTP/EXT	711 PRIC 000. :			1,073.28 CUST; N
TOTALS										- · · · · · · · · · · · · · · · · · · ·	
249,600 2,4 3,496.30	496.00- 1.560	0.00 .0	ρ .οο		. ატ	.00	.00	. 0	0 916	.00-	.00
3.496.00			1,0	73.28		. 20					1.071.24
			• •								
MISCELLANEOUS	ADJUSTMENTS:										
ADJ # 1.0AF	# BOF	ROWER	RC DESCRIP	101							AMOUNT
A2278 0131 72178	1524645 STA	LLLWORTH	TP TRUST LA	SS ON C	ANCELLE	D LOAN #0	3315				11.00-
12378			EU PER IPA	PATRIC	IA IS T	O PECEIVE	\$50				t.000.00
	<i></i> .										
									TOTAL MISC	ADJ1.	988.00
TYPE EMPLIE	i Empl Name		SCRROWER HAN	12	t.c	AN#	LOAN	THA	PATE T	Y9 E :	PLIT ANT

**** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYER FOR THIS PERIOD **** INTERNAL USE ONLY

PAM: AUT2399P AT: ACT2399-A

WELLS FARGO BANK, N.A.
"CMM155ION REPORT
FOR PERIOD 11/31/11 - 11/30/11

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

EMPLOYEEB: 0460228 STALLHORTH, PATRICIA K TITLE; MORTGAGE CONGULTANT (SSN: XXX-XX-1379 AU; 0035341 HIRE DATE: 12/01/06 SRA: PRES CLUB: N

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

PATE

TYPE TIER

AMOUNT

PROGRAM: ACT2399P PEPORT: ACT2399-A

HELLS FARGO BANK, N.A. COMMISSION REPORT FOR PERIOD 12/03/11 - 12/30/11

DATE: 01/13/12 REPORT TIME: 14:02:59 PAGE: 18,972

NOS UNDERAGE COMM ON UNDERAGE: COMM ON OVERAGE: COMM ON ORIG FEE: WISC. ADJUSTMENTS: VCLUMES: FIFELINE: SPECIALTY: FUPCRASE: Tiers: rurch volume: Purch Referrals: AMOUNT 2 2 3 3 3 3 UNITS UNITS 77.95 2,929.17 489.00 DIFECT COMMISSIONS: 3,450.12 PEFI TIER 3 DO. AME APPLY .40 TOTAL VOLUME: \$ 683,612
TOTAL REFERRALS: \$ 0

PURCH TIER \$ 683,612
SEGULAR HOURS: 139.000
OVERTIME HOURS: .000
COUBLETIME HOURS: .000
OVERTIME PROMITM: 4 TOTAL THE CONTROL OF 3 ٥ RENOVATION: 3 PRICING VIOL: 3 1,458.12 2,053.00 AT 00. diaq MGR APPROVAL ID: HON B/C APPROVAL ID: JZ6 1,406.12 HAT DUE/OVERDRAWN: 5 OVERTIME PREMIUM: \$.00 LCAN ORIG FEE DISC SUBSIDY RTF/ ANT PD HISC BROKER REVENUE ADJ AMOUNT VARIANCE GVR/UND EXTS THRU NFMN REVENUE FEES THRSHLD OVR/UND CCMM CM STD ORIG BASE INCENTIVES ADJ S SPLIT COMM ON .00 .00 575.42- 39 \$ MM 39.95

PROGRAM: ACT2399P HEPURT: ACT2399-A WELLS FARCO BANK, N.A. COMMISSION REPORT FOR PERIOD 12/01/11 - 12/30/11 PEPCRT TIME: 14:02:59 PAGE: 18:971 EMPLOYEER: 0460228 STALLWORTH, PATRICIA K TITLE: WORTGAGE CONSULTANT (SEN: XXX-XX-1379 AU; 0C35341 HIRE DATE: 12/03/06 SRA: PRES CLUB: N RTF/ ANT PD HISC EXTS THRU WPWN RRVENUE
ADJ ADJ S
SR\$ OPT BROKER REVENUE FEES THRSHLD 6R\$/\$ COMM ON OVR/UND OVR/UND LOAM ORIG FEE DISC AMOUNT VARIANCE OVE/UND OVR/UND BASE INCENTIVES STD ORIG COMM ON 286,450 2,864.50 716.13 .00 .07 .00 .00 .00 .00 .00 2,148.37- 0 \$ CP .00 2,645.50 43.0 km d 0 CF 43.0 1,231.73 .00 1,231.7 TOTALS:

643.612 6.812.00-3.502.98
6.812.00 .00 ,00 .30 .30 1,109.02-MISCELLANEOUS ADJUSTMENTS: ADJ # LGAN # BORROWER RC DESCRIPTION AMOUNT B 6405546565 TP TRUST LOSS ON CANCELLED LIVAN 804055 BU PER IPA, PATRICIA IS TO RECEIVE \$50 40868 11.00-500.00 79171 199,00 TOTAL MISC ADJ: INBOUND SPLITS: TYPE EMPLID EMPL NAME BORROWER NAME LCANS THA HAGS RATE TYPE SPLIT AMT **** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD **** ASSOCIATE COMMISSION SPLITS: EMPLID NAME AMOUNT RATE TYPE TIER

**** MO ASSOCIATE COMMISSION SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD ****
INTERNAL USE ONLY

FROGRAM: ACT2399P FEPORT: ACT2399-A

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

DATE: 02/10/12 REPORT TIME: 14:02:54 PAGE: 17.619

	717K 1	AERIOD 13/31/1	1 - 01/31/12			PAGE	17.619
EMPLOYEES: 0460328 STALLWOR	ំ ន	RA t				PRES CI	UB: N
COMMISSION: BOB UNDERAGE: COMM ON UNDERAGE: COMM ON OVERAGE: COMM ON OFFIGE: STORM ON OFFIGE: MISC. ADJUSTMENTS: DIPECT COMMISSIONS: HMA UNDERAGE: LTROUND SPLITS: S						TOTAL ACTIVE	JR: 00
BOB UNDERAGE: \$							
COMM ON UNDERAGE: \$.30 Veri	JMES:	AMOUNT	UNITS T	15891		UNITS
COMM ON OVERAGE: 5	727.02 FIRE	TINK! 2	219,438	5 F	URCH VOLUME.	5 202,628	3
JOHN ON GREG FEEL 3	2,072.98 SPNC	IALIYI S	202 420	, , , , , , , , , , , , , , , , , , ,	URCH REFERRALS:	\$ 3	3
MISC, ADJUSTMENTS: \$	24,00+ POPCE	TASEI S	202,528	4			
DIPECT COMMISSIONS: MA 0.0 APPLY UTBOUND SPLITS: \$ ISHOUND SPLITS: \$ ANJUSTED GROSS COMM: \$ IET TEAM SPLITS: \$ INTER ADVANCE: \$ ILAR ADVANCE: \$ V CARYCOVER: \$ INCT DUE/OVERDRAMN: \$	2.178.00 KEFE	•	441,100		EFT TIER	5 202,628	2
THA .GU APPLY		VOLUME. C	184 004		OFFI UNITARE		4
THEOREM COLUMN	30 307	fru.	104,074		OTAL VOLUME: OTAL FEFRERALS:	3 484,094	0
INNOCAU SPELIES 3	778 AA EERC	ATTOM. C	Δ.	9 .		3	U
HER BOLK COLLEGE COME: 3	20 00101	NG VINE	2	3 6	URCH TIER	f 494 304	
TELLIAM DECLISE	CO AT	7100.		, ,	BULL AR HOUSE.	7 107,037	500
TAR AUVANCE:	1 985 00 AT			, i	UPPTIME MAINE.	***	200
CYBRACIES.	20 8	00 ×	TO ADDROVAL I	ก. นณะ ก	MIDISTINS WWIDE.	•	200
VET DUP/OURADBANN S	792.00 FAID	В	C APPROVAL I	D: J24	EGULAR HOURS: VERTIME HOURS: OUBLETIME HOURS: VERTIME PREMIUM:	•	00
774. 5.74. 5 TONDAMAN						•	•
LOAN ORIG PER DISC	C SUBSIDY RT	TF/ AMT PD	MISC	BROKER	REVENUE ADJ	SRY/S	COMM ON
AMOUNT VARIANCE GVR/UNI	p FXT	S THRU WEHM	REVENUE	FRES	THRSHLD OVR/UN	D GVR/UND	OVR/UND
				• • • • • • • • • • • • • • • • • • • •			
STD ORIG BASE INCENTS	tors and	KDJ \$	SPLIT				COMM ON
See Sr	SAN	GRIG	AMT				ORIG FEE
131,479 1,301.78- 1,972.15 1,301.78 43.0 CF G	.00 .00	, 30	.00	.00	.00 670.41	140 \$ MM	140.23
1,301.78 43.0 CF G	0 CF 13.0	339.76	.0.	0			559.76
CAST NAME: VELASQUEZ	UUAN #(UII3245525 S	C: M AU: DUJS:	141 KEP1: 19 H	PORER: N FAI	4: G SEC FIN: N F	LT DWN: N EX	CUST: N
PROD ID: PIX30 ESCROW: Y EN REG DATE: 12/09/11 FUNDED	THE N ECAN LIPE GV	PROG CODE!	LOWER DA	TD . 13/05/4			
BORR LMI: N PROP LMI: N DIS	CARRI ULIANIA CAN-B	L DAIR:	DWG/DYT.	18: 12/49/1:	L PRICING: N A	161 101.212	
ADD LOAN RC: EO APPL ID:	3C 0/01 101.300 SCB31D1	Br3; 4,000	MILLEY 100 0	AU COOME OF	.000		
ADD DAME RCT - SO APPE TOT	HISC REVER	OF ACT CE THE	SHULDT IQL.U	OU CHOOP! G	•		
71 140 704 45. 7 271 41			n.n	20	CO 3 518 04	107 4 104	107.00
71,149 704.45+ 2,231.41 704.45 43.0 CF G	1 CF 43.0	102.91		n	.40 1,514.94	337 3 mm	107.09
LAST NAME: ZULETA	**************************************	C . M AIL . 00353	AS OFFT. N. III	DOKED. N. PAL	. a 280 210. N 9	T CHU. U FT :	712.74 (1107. M
PROD ID: FIXIO ESCROW: Y EX						21 DAGE .4 64 1	.031. A
REG CATE: 12/13/11 PUNCED				TR- 12/15/11	PRICING: M A	10. 103 156	
ander test, or pene test, or his	YOT REUR 254 LEGE 1010 DE	RPS: 0.000	RTF/FXT,	PTF/FXTS.	. 200		
ADD LOAN RC RO APPL ID:	MISC BRURN	TE RC: CF THER	SHOLD: 101.0	OO GROUP, GU	,		
	= ****	DITERNAL US	E ONLY				

PROGRAM: ACT2199P PEPORT: ACT2199-A

WELLE PARGO BANK, N.A. SCHMISSION PEPORT FOR PERIOD 12/31/11 - 01/31/12

PEPCRT TIME: 14:02:54 FAGE: 17.620

EMPLOYEER: 0	460228 51	TALLWORTH, P	ATRICIA K	TITLE: MORT SRA:	GAGE CONSUL	TANT (SSN:	: XXX-XX-1379	AU, SC	35341 HIRE	PRES CI	
HAQ.1 TRUUMA	ORIG FEE	DISC OVR/UND	SUBSIDY	RTF/ EXT\$	AMT PD THRU WERM	HISC REVENUE	BROXER R	EVENUE THESHLD	ADJ GMI/NVO	SR1/\$ OVR/UND	COMM O
ETD GRIG FEE	BASE BR	!HCENTIVES		ADJ SR\$	ADJ \$ ORIG	SPLIT					COMM O
PROD ID: FI	XIG ESCRO	M : Y FIMPL:	N WAN TYPE	R: DI	PROG CODE: 1	FN2FN 9135	.20 00 BROKER: N FAN SHP ATB: 12/08/11				146.57 553.43 CUST: N
	PROP IMI	: N DISC OF	U: 0.000	SUBBIOY BP	3: 0.000	RTF/EXT:	RTF/EXTS:				
BORR LMI: N ADD LCAN RC	XIS SSCRO 1/11/12 PROP LMI : EO AP	W: Y EMPL: PINORD DATE : N DISC O/ PL ID:	N LGAN TYPE ti 01/31/12 tu: 100.249 MIS	CANCEL D. SUBSIDY BP. SC PEVENUE	PROG CODE; ! ATE: B; 0.000 J RC: CF THRES	FD2FD RUS LOCK DA RTF/EXT: SHOLD: 181.0	HP TE: 12/20/11 RTF/EXT%: 100 GROUP:	PRICI:	G H AIP:	100.250	
							.00				
MISCELLANEOU ADJ # LG	US ADJUSTM	ENTS:									AMOUNT
49320 35 43321 35	328199559 331314522	DOTSON	TP TP	TRUST LOSS	ON CANCELL	ED LOAN 401 ED LOAN 401	281 310				11.00-
			********				*********		TAL MISC AD	J:	23.00-
TABE GMDORNI TABE GMDORNI	ITS: D KMPL NAJ	+ e	нов	ROWER NAME	1	CANE	1.0AH AHC	г	RATE TYP	R Si	PLIT AHT
**** NO 1	INROUND SPI	LIT PECCEDS	FOR THIS E	MPLOYER FOR	THIS PERIC	D ****					
ASSOCIATE CO	HMISSION :	SPLITS:									

**** NO ADSOCIATE COMMISSION SCLIT PECORDS FOR THIS EMPLOYES FOR THIS FERIOD ****
INTERNAL USE ONLY

WELLS FARGO BANK, N.A. FROGRAM: ACT2399P SEPORT: ACT2399-A CATE: 03/23/12 REPORT TIME: 14:02:41 FOR PERIOD 02/01/12 - 02/29/12 PAGE: EMPLOYERS: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 RIRE DATE: 12/01/06 SRA: PRES CLUB: 1 TOTAL ACTIVE JR: 00 COMMISSION COMMISSION: BOB UNDERAGE: COMM ON UNDERAGE: COMM ON OVERAGE: COMM ON ORIG FEE: TIERS: AMOUNT CURCU VOLUME: \$ PURCH REFERRALS: \$ VCLUMES: FIFELINE: FPRCIALTY: .00 494.42 1,608.42 37.00+ ANOUNT UNITS VCLUMES: AMOUNT
PITFELINE: 0 1.469,396
SPECIALTY: 0 0
PUPCHASE: 5 0
REFI: 5 774,050
TOTAL VOLUME: 5 374,050
END LIEM: * 3 MISC. ADJUSTMENTS: DIRECT COMMISSIONS: PUmurus. REFI: 2,069.84 ARPI TIER S POTAL VOLUME: \$ 374,050
POTAL PEFRARALS: \$ 9
PURCH TIER \$ 374,050
PEGULAR ROURS: 136.000
CVERTIME HOURS: 020
COUBLETIME HOURS: 020
COUBLETIME HOURS: 020
CVERTIME PREMIUM: 020 APPLY 30 2ND LIRM: RENOVATION: \$
PRICING VIOL: \$ 2,359.84 .60 .00 AT 1.920.03 AT OU. CIAT HET CUE/OVERDRAWN: \$ 149.84 B/C APPROVAL ID: JZ6 LOAN ORIGINE DISC SUBSIDY RIF/ ANT PD MISC BROKER REVENUE ADJ SRE/\$ COMM ON AMOUNT VARIANCE OVE/UND SXIS THRU MEHM REVENUE PSES THRESKLD OVE/UND OVE/UND OVE/UND OVE/UND OVER/UND OVER/ STD ORIG BASE INCENTIVES ADJ LRIG FI

132.500 1,326.00-2,486.25 00 00 00 00 00 00 1,160.25 128 5 MN 129.82
1,326.00 43.0 MM 0 CF 43.0 570.18 .00
1.326.00 43.0 MM 0 CF 43.0 570.18 .00
1.327 NAME: RIVERA
PROD ID: FIXIS ESCRM: Y EMPL: N LOAN 1798: NT PROJ CODE: FNPM
PROD ID: FIXIS ESCRM: Y EMPL: N LOAN TYPE: NT PROJ CODE: FNPM
PROD ATE: 100/17/11 FUNDED DATE: 02/07/12 CANCEL DATE: LOCK DATE: 01/13/12 PRICING: N AIP: 101.875
BOFR LMI: N PROP LMI: N DISC 0/U: 101.875 SUBSIDY BPS: 0.000 RTF/EXT: HTF RTF/EXTS: 2.500
ADD LOAN RC: EO APPL ID: MISC REVENUE RC: CF THRESHOLD: 100.750 GROUP: CF URIG FEB \$8.671 NM \$ 851 65.041,1 00.

WELLE FARGO BANK, N.A. COMMISSION PEPORT FOR PERIOD 02/01/12 - 02/29/12 PROGRAM: ACT23999 FEPORT: ACT2399-A DATE: 03/23/12 REPORT TIME: 14:02:41 PAGE: 20.016 EMPLOYEED: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU; 0035341 HIRE DATE: 17/01/06 SRA: PRES CLUB: N RTP/ ANT PD HISC ENTS THRU WPHM REVEMUE ADJ ADJ S SPLITT SRE GRIP IDAN ORIGIFE DISC AMOUNT VARIANCE OVR/UMD ROKER REVENUE FERS THRSHLD SR\$/\$ COMM ON OVR/UND OVR/UND SUBSIDY BROKES ADJ CVR/UND INCENTIVES COMM ON STD CRIG FEE .00 .00 612.94+ 0 \$ CP .00 TOTALS: 274.050 3.740.50- 3.800.31 1.740.50 .00 .00 .00 .00 .00 MISCELLANEOUS ADJUSTMENTS: ADJ Ø IMAN Ø BORRONER RC DESCRIPTION THUUNK TP INCOLLECTED PRES ON LOAN #02/742/77
TP INCOLLECTED PRES ON LOAN #033569265 22.00-11.00-TOTAL MISC ADJ 33.00-INBOUND SPLITS:
TYPE EMPLID EMPL NAME LOW ANT BORROWER NAME LCAND RATE TYPE SPLIT AMT **** NO INBOUND SPLIT RECORDS FOR THIS EMPLOYEE FOR THIS PERIOD **** ASSOCIATE COMMISSION SPLITS: TMPLID NAME RATE TYPE TIER AMOUNT

**** NO ASSOCIATE COMMISSION SELET RECOPDS FOR THIS EMPLOYEE FOR THIS PERIOD **** INTERNAL USE ONLY

PROGRAM: ACT2199P REPORT: ACT2199-A WELLS FARGO BANK, N.A.

RMMISSION PEPORT
FOR PERIOD 03/01/12 - 03/30/12 DATR: 04/20/12 REPORT TIME: 14:02:26 EMPLOYEED: 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA: COMMISSION TOTAL ACTIVE JR: 00 CONMISSION:
BOB UNDERAGE: \$
COMM ON UNDERAGE: \$
COMM ON O'SERAGE: \$
COMM ON O'SERAGE: \$
COMM ON ORIGIFEE: \$
VISC. ADJUSTMENTS: \$
DIPECT COMMISSIONS: TIERS: AMCUNT UNITS
TURCH VOLUME: \$ 253,400 2
PURCH REFERRALS: \$ 126,138 1
PEFF TIER \$ 379,547 3 UNITS UNITS .00 .00 1,231.41 4,424.14 22.00-5,625.75 .00 .00 315.35 5,441.10 \$ 2,012,782 0 0 5 253,409 5 748 947 PICELINE. SPRCIALTY: 253,409 768,997 PEP1: \$ 760,997 6 TOTAL VOLUME: \$ 1,022,406 TOTAL REFERRALS: \$ 126,118 TOTAL VOLUME: \$ 1,022,406 2ND LIEN: REMOVATION: AND LIEN:
REMOVATION: 3 3
FRICING VIOL: \$ 3 PURCH TIER REGULAR HOURS: CVERTIME HOURS: DOUBLETIME HOURS: \$ 1,148,544 00. DIAT F LARRYOVER: \$.00 \$ NET DUE/OVERDRAWN; \$ 1,943.10 MOR APPROVAL ID: HON LOAN ORIGIFEE DISC SUBSIDY RTP/ ANT PD MISC ERCKER REVENUE
AMOUNT VARIANCE OVR/UND EXTS THRU WORM REVENUE FEES THRESHLD C
STD ORIG RASE INCENTIVES ADJ ADJ S SPLIT
FEE JR SKB ORIG AMT O OVR/UND CVR/UND OVR/UND 788

PROGRAM: ACT2399P REPORT: ACT2399-A

XELLS FARGO BANK, N.A. COMMISSION PEPORT FOR PERIOD 03/01/12 - 23/30/12

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

SMPLOYER, 0460228 STALLWORTH, PATRICIA K TITLE: MORTGAGE CONSULTANT (SSN: XXX-XX-1379 AU: 0035341 HIRE DATE: 12/01/06 SRA:

				200						I KES CI	ABI N
AMOUNT	VARIANCE	DISC OVR/UND		EXT\$	THRU WEN	M REVENUE	BROKER	THRSHLD	OVR/UND	OVR/UND	OVR/UND
EEE PEE	BASE SR	INCENTIVES		ADJ SR\$	ADJ \$ ORIG	SPLIT				• • • •	CRIG FEE
135,700 1 1,357.GD	,357.00+ 43.0 W	1,357.00 W 0 0	.00 P	.00 43.0	.00 583.5	.00	.00	. 60	.00	116 \$ MM	116.49
PPOD 10: 71	X30 ESCR	OW: Y FINELL	N LOAN TYPE	Er NT	PROG CODE	5341 REPI Y	APPMI				CUST: N
AR LMI: N	PROP LM	1: N DISC 0/	U: 101.000	SUBSIDY BP	9: 0.60	LOCK D O RTF/EXT: RESHOLD: 100.	RTF/EXT1	.000	NG: N AIP	101.000	
27, 165 265, 20	965.00-	1,140.14 F GP 0 C	.00	.60	.00	.30	. 50	. c a	375,14	236 \$ MN	236.80
LAST NAME:	BROWNE X10 ESCR	L CW: Y EMPL:	CBEECIN MAG. Beyt mags n	92421 SC: 1: GV	EDD : UA M EGOD EGRE	5341 REPI: N	BRCKER: N F	M: G SEC	FIN: N FLT	CNN: N EZ	CUST: N
BORR LHI N	PROP LH	I N DISC O/	U: 101.374	SURSIDY BP	S. 0.00	LOCK D O RTF/EXT: RESHOLD: 101.	RTF/EXTS	.000	NG: N AIP:	101,389	
97,720 377,20	0.00 43.0 C	9.00 P 0 C	. 0 0	.09 43.0	.00 177.1	,00 9 5341 PEFT: Y	.00	.00	.00	122 \$ MN	372.80
PROD ID: FI	X30 ESCR	CW: N EMPL:	N LOAN TYPE	: DI	PROG CODE	:FD2FD RU	SKP				CUST: N
BORR LMI: N	PROP LM	I: N DISC O/	U: 0.000	SUBSIDY BP	5: 0.00	LOCK D D RTF/EXT: RESHOLD: 101.	PTP/EXTS:	.000	NG: N AIP:	101.000	
175,631 1.	,738.93- 43.0 W	3,951.70 # G D C	.00	.00 43.0	.00 747.7	.00	.00	.09	2,212,77	0 3 CF	.90
LAST NAME:	TAMM X30 ESCR	t. Owi y Empli	APOPO: # MAD. #YYY MAGL N	00234 SC: GV	E AU: 003 PROG CODE	5341 REFI: Y .	BROKER: N FA	M: G SEC	PIN: N FLT	DWM: N EZ (UST: N
BORR LMI: N	PROP LM	I: N DISC O/	U: 102.250	SUBSIDY BP	S: 0.CO	LOCK D. PTF/EXT; PRSHOLD: 101.	RTP/EXTS:	.000	YO: M AIP:	102.272	

PROGRAM: ACT2399P PEPORT: ACT2399-A

ASSOCIATE COMMISSION SPLITS: EMPLID HAME

WELLS PARGO BANK, N.A. COMISSION PEPORT FOR PERIOD 03/01/12 - 03/10/12

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

EMPLOYEER	0460328 S	tallworth. P	ATRICIA K T	ITLE: MORTO	TAGE CONSULT	ANT (SSN	I: XXX-XX-137	9 AU: 00.	15341 HI	RE DATE: 12 PRES C	
MAGAI TRUUMA	ORIG FEE	DISC OVR/UND	SUHSIDY	RTF/ EXT\$	AMT PD THRU HPHM	MISC REVENUE	BROKER FEES	REVENUE THRSHLD	ADJ GVP/UND	SR1/3 OVR/UND	COMM ON
STD GRIG FEE	nase Jr	INCENTIVES		LOA \$82	ADJ \$ GRIG	SPLIT AMT					CRIG FE
139,650	1,396.50+ : 43.0 WI	1,221.94 4 G O (.00	.00	.30 600.49	.00	.00	.00	174.56-	99 \$ MN	99.51 600.49
LAST NAME:	KERNANCRE	SR I	OAN #:040641 N LOAN TYPE:	18641 SC: 1	R AU: 003534	1 REPLY	BPOKER: N FA	4: G SRC F	IN: N FL	T CWN: N EZ	CUST: N
GR LHI:	FROP LM	t: N DISC O	U: 100.875 5	UBSIDY RPS	: 0.000 R	TF/EXT:	ATB: 02/08/1: htp/exty: 000 group: Gi	.000	IG: N AI	P: 100.875	
1,059.00 LAST NAME:	1,069.00- 1 43.3 W RIDGEWAY	1,469.88 13P 0 6	.00 P .OAN #:040669	.ca 43.0 6583 SC: 1	.30 459.67 AU: 203534	,00 1 REFL: Y	.00 00 Broker: N Faj	.00 4: G SEC F	100.84 'In: N FL	240 \$ MN C ENN: N EZ	240.33 459.67 CUST: N
FORR INTE	N PROP IMI C: EO AF	1: # DISC O/	U, 101,375 5 6153470 MISC	URSIDY BPS	0.000 R C: CF THRES	TP/EXT: HOLD: 101.	ATE: 02/02/12 RTF/EXT%; 000 GROUP: GI	.000			
1,022,405	4,070.43-1	0,705.17	. 30	.30 4,426.	.00	.00.00	.00	. 55	2,634	.74	1,221.41
Miscellane Adj #			RC.	Descriptio	₩						AMOUNT
54222	3339210214	APMSTRONO	TP	TRUST LOSS	ON CANCELL	ED LOAN #0	3382				22.00-
				••••••			••••••			ADJ:	
INROUND SPI	LITS: LO EMPL NA	ME	BORR	SMER NAME	t.	DANS	SOAN AN	r	PATE T	YFR S	PLIT AMT
R 0228	967 WISTETL	ER, DENISE	BROW	N, MATTHEM	0	3 3 3 2 1 6 3 0 5	126,138.0	٥			
********			• • • • • • • • • • •			• • • • • • • • • •		TOTAL IN		ITS:	

TYPE TIER

AMOUNT

**** NO AGSOCIATE COMMISSION SPLIT PECONDS FOR THIS EMPLOYEE FOR THIS PERIOD ****
INTERNAL USE ONLY

PROGRAM: ACT2399P PEPORT: ACT2399-A

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

DATE: 05/17/12 REPORT TIME: 18:02:87 PAGE: 19:446

	FOR PERIOD 03/31	/12 - 04/30/12		PAGE: 19,446
EMPLOYEE8: 0460228 STALLWORTH, PATRICIA K	TITLE: MORTGAGE CON	SULTANT (SSN: XXX-XX-		PRES CLUB: N
COMMISSION:			· •	TOTAL ACTIVE JR: 00
FOR UNDERAGE: \$.00 COMP ON UNDERAGE: \$.00 COMP ON OVERAGE: \$.288.80 COMP ON ORIG FEE: \$ 6.119.22				
TOMM ON UNDERAGE: \$.00	VCLUMES;	AMOUNT UNITS	TIERS:	AMOUNT UNITS \$ 434,689 2 \$ 0 0
COMM ON OVERAGE: \$ 288.80	LILETINE'	\$ 851,934 4	PURCH VOLUMBI	\$ 434,689 2
MMM ON ORIGIFER: 5 6,119.22	SPECIALTY	\$ 0 0	FURCH REFERRALS:	\$ a a
MISC. ADJUSTMENTS: \$ 31.00- DIRECT COMMISSIONS: \$ 6.375.02 GMA	PUPCHASE	\$ 851,934 4 \$ 0 9 \$ 0 9 \$ 434,669 2 \$ 941,433 3		
DIRECT COMMISSIONS: \$ 6,375.02	REFI:	5 241.433 3	PEFI TIER	\$ 434,689 2
GMA .00 APPLY .00				
OUTBOUND SPLITS: \$.co	TOTAL VOLUME:	\$ 1,376,122 5	TOTAL VOLUME:	
IMPOUND SPLITS: \$.CO	IND LIEN:	0	TOTAL PEPEPPALS: 5	
ADJUSTED GROSS COMM: \$ 6,375.02	RENOVATION:	3 0 0		• • • • • • • • • • • • • • • • • • • •
HET TEAM SPLITS: \$.00	PRICING VIOL:	\$ 0 0	FURCH TIER	\$ 1,376,122 5
TA 00 AT			*EGULAR HOURS:	140.000
/ TAR ADVANCE: \$ 1,920.00 AT			OVERTIME HOURS:	.000
CARRYOVER: \$.50 \$.00	MCR APPROVAL ID: HOM	DOUBLETIME HOURS:	.000
INFOUND SPLITS: \$.00 AUDISTED GROSS COMM: \$ 6,175,02 NET TEAM SPLITS: \$.00 ARANTEED ADVANCE; \$.00 AT CARRYOVER: \$.00 AT CARRYOVER: \$.00 5 NET DUE/OVERDRAMN: \$ 4,455.02	PAID	MOR APPROVAL ID: HON N/C APPROVAL ID: JZ6	OVERTIME PREMIUM: \$.00
LUAN ORIGIFEE DISC SUBSIDY	RTF/ AMT P	D MISC PROKER	REVENUE ADJ	SR1/1 COMM ON
AMOUNT VARIANCE OVE/UND	EX12 THEO ME	AM KEVENUE PEES	THESELD CANACAD	OVELUND OVELUND
		SPLIT		NO MHOS
FEE SR				ORIG FEE
r Gu SR	3843	7414		ORIG FEE
417,000 4,170,00-3,448,75 .00 4,170,00 43,0 km 0 CF	.00 .00	.00 .00	.40 521.25+	
4 170 00 41 0 WW D CW	43.0 1.791.	10 .00		1 791 10
LOAN #: SHUJMAN LOAN #:0338	136906 SC: M AU: 00	15141 REPT: Y BROKER: N	FAM: C SEC PIN: N ST	T FWN V PZ CHCT. U
PPOD ID: FIX30 ESCROW: Y EMPL: N LOAN TYP				A CAMP IN ES COSTE IS
REG DATE: 02/15/12 FUNDED DATE: 04/27/12			/12 PRICING N AT	P. 100 875
BORR LMI: N PROP LMI: N DISC 0/U: 100.875				
ADD LOAN RC: EO APPL ID: MI	C REVENUE RC. CF T	HPESHOLD: 100.500 GROUP:	HP	
			•••	
195.300 1.259.00- 2.448.75 .00	00 .00	.00 .00	.00 489.75	0 1 07 30
195,900 1,959.00- 2,448.75 .00 1.959.00 48.0 CP G O CP	48 0 340	12 00		340 13
LAST NAME: WEART LOAN #:0334	118694 SC: M AU: 00	15141 REFT: N HROKKR: N	PAN: G SEC PIN: N Ft.	T PHH S RE CTION H
PEOD ID: PIX30 ESCROW: Y EMPLI N LOAN TYPE				
REG DATE: 03/20/12 PIDIDED DATE: 04/30/12	CANCEL DATE:	SOCK DATE: 04/01	/12 PRICING: N At	P+ 101 250
PORR LMI: N PROP LMI: N DISC D/U: 101.250				* . *** . * . *
ADD LOAN ROL O APPL ID: MI	C REVENUE RC. CF TI	PESHOLD: 101.000 GROUP:	G#	
THE MITTER THE TOTAL CONTRACTOR C	INTERNAL	USE ONLY	***	

THOURAM: ACT2199F TEPCRT: ACT2199-A

RELLS FARRO BANK, N.A. COMMISSION REPORT FOR PERSOD 03/31/12 - 04/30/12

CMPLOYEE: 0460228	STALLWORTH, PATRICIA K	TITLE: MORTGAGE CONSULTANT (GSN: XXX-XX-1379	AU: 0035341	HIRE DATE: 12/01/06
		SRAI			PRES CLUB: N

										1883 66	
LEAN AMURINT	CRIG FEE VARIANCE	PISC OV#/IAND	SUBSIDY	97 7/ 5 375	OF THA MHYN UKHT	MISC RRVENUM	PROFEE FEES	THESHLO	ADJ CVR/UND	SHE/4 SVR/UND	COMMA CA
	******				• • • • • • • • • • • •				•••••		
STD CAIG	RASE	INCENTIVE	13	ADJ .	ADJ \$	SPLIT					୍ର ଅଧିକାର
FEE	áR			お無事	HIG	we					ORIG PE
96.543	256.27- 1	. 463 . 12	. 30	.30	.30 411.19	. 00	.00	. 30	2.907.05	288 5 106	288.80
956.27	43.0 W	GP 0	CF	43.0	411.19	,	0.5				411.19
LENAS TEAL	HURNBUCKLI	ž .	LOAM #: 040	5535493 SC:	# AU: 90351	41 PEPI: Y	BROKER: N F	AM: G HEC	FIN: N FLT	CNN: N EZ	CUST: N
PROD TO: PT	X30 #50#0	Mi Y EMPL	H LOAN TY	PR: GV	PROOF COORT						
HPU DATE: 0	1/24/12	FINDED DA	TE: U4/12/17	CANCEL	CATEL	TAXON D	ATB: 02/17/	12 PRIC	ING: N ALP	134.040	
BURR LMIT N	POP LM	I M DISC	0/0: 134.000	SUBSIDY B	95: 3.000	RTP/RXT:	HTF/EXTS	1 .000			
ADD LOAM RO	: CB EQ AT	PL ID:	M	SC PEVENUE	RC: CF THRE	SHOLD: 101.	GOO CHOUP:	GL.			
218.789 2	. 164.25- 1	.492.43	. 30	.00	.00 1,214.84 # AU: 00353	. 00	.00	. 10	A71.82-	0 1 CF	. 10
2.164.25	14.0 CT	1 0	CF.	14 0	1.114 84		90				1.134.44
LAST NUMBI	HUNRLL		LEAN BIGGOR	241687 SC:	# AU: 00353	11 REFI: N	BROKER: N F.	AH: U SEC	FIB: N FLT	CWN: N YZ	CUST: H
PROD ID: PI	X10 ESCRO	ж. У кирс	i n loan tyi	E, OV	PROG CODE:						
HEG DATE: 0	1/22/12	FUNDED DA	TE: 04/24/12	CANCEL	DATES	LOCK D	ATE: 04/03/	12 PR1C	MG: N ALP	1 100.431	
					PS: 0.000 1						
ADD LOAM RC	A CO A	PL 10: 01	4-6486952 MI	SC PRYKHUN	RC: CF THRE	3HOLD: 101.	OGG GROUP,	ज₹			
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427.850 4	.278.50~ 2	. 674.06	.00	.00	.00 1,#39,75 # AU: 003534	. 30	. 00	, 53	1,604.44+	0 5 CF	. 30
1.278.50	41.0 WM	9	CF	43.0	1,819,75		90				1,439.75
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"TALS: 1,3"5,122 1 13,728.02	3,723,02-1	4,127,31	. 00	.90 4,111	.09						
"TALS: 1.3'5,122 1 13,728.02 HISCELLANEO ADJ 8	3,729,02-1 US ADJUSTM	4,127,31 ENTS: BOPRONE	. 00 R	.90 4,111 DESCRIPTI	.00 0.29	.99 .90	. 00		344.;	29	288.80 6,119.20 AMOUNT
"TALS: 1.3'5,122 1 13,728.02 HISCELLANEO ADJ 8	3,729,02-1 US ADJUSTM	4,127,31 ENTS: BOPRONE	. 00 R	.90 4,111 DESCRIPTI	.00 0.29	.99 .90	. 00		344.;	29	298.00 6,119.20 AMOUNT
"TALB: 1.3'5,122 1 13,728.02 HISCELLANEO ADJ 8	3,729,02-1 US ADJUSTM	4,127,31 ENTS: BOPRONE	. 00 R	.90 4,111 DESCRIPTI	.00 0.29	.99 .90	. 00		344.;	29	298.00 6,119.20 AMOUNT
"TALB: 1.3"5,122 1 13,728.02 HISCELLANEON ADJ 8	3,729,02-1 US ADJUSTM	4,127,31 ENTS: BOPRONE	. 00 R	.90 4,111 DESCRIPTI	.09	.99 .90	. 00	. c 1	344.;	29	288.80 \$,119.20 ANGUNT 22.00- 11.00-
TALS: 13.5.122 1 13.729.02 HISCELLANBO ADJ B 19 74745 0 92700 0	3,729,02-1 US ADJUSTM GAN B 134059423 4-26429436	4,127,31 ENTS: BOPHONE	, 00 74 RC TP TP	90 4,111 DESCRIPTI	O.29 CON CON EXES ON C	.00 .00 .00 .00 .00 .00 .00 .00 .00 .00	. 0 d DAN DAN	.en	OTAL HESC A	29 Anj	288.80 \$,119.20 AMOUNT 22.00- 11.00-
13,729.02 13,729.02 415CELLANGO ADJ 8 19 74745 0 92700 0	3,729,02-1 US ADJUSTM GAN B 134059423 4-26429436	4,127,31 ENTS: BOPHONE	, 00 74 RC TP TP	90 4,111 DESCRIPTI	.00 0.29	.00 .00 .00 .00 .00 .00 .00 .00 .00 .00	. 0 d DAN DAN	.en	OTAL HESC A	29 Anj	288.80 \$,119.20 AMOUNT 22.00- 11.00-

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

FRAM: ACT2199P ORT: ACT2199-A

WELLS PARGO BANK, N.A. C/MMISSION REPORT FOR PERIOD 03/31/12 - 04/30/12

PEPORT TIME: 16:02:47 PAGE: 19,446

EMPLOYEE#: 046022# STALLWORTH, PATRICIA K TITLE; MORTGAGE CONSULTANT (SSM: XXX-XX-1379 AU, 0035341 HIRB CATR: 12/03/06 SRA; VRRS CLUB: N

ASSOCIATE COMMISSION SPLITS: EMPLID NAME

BLAS

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

Name STALLWORTH, PATRICIA K (ID): (460228)

Title: Mortgage Consultant (SAFE)

Hire Date: 12/1/2006 Termination Date: 5/8/2013

President's Clubs N

Hierarchy: Southeast, Region 08,

Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

	Units	Volume		\$
Funded:	4	793,299	Unadjusted Commission:	3,748.49
Referreds	0	0	Adjustments:	0.00
Total:	4	793,299	Initial Commissions	3,748.49
	1		HMA Adjustment:	0.00
Purchase:	0	0	Outbound Splits:	0.00
Renovation:	0	0	Inbound Splits:	0.00
Affluents	0	0	Adjusted Gross Commissions	3,748.49

	\$
Adjusted Gross Commission:	3,748.49
Guaranteed Advance:	0.00
Regular Advances	(2,100.00)
Applied Carryover:	0.00
Net Due:	1,648.49
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 Fremium (Comm):	0.00	
Overtime Fremium (AFQ):	0.00	

Relationships:

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

Loan Details:

	10	Amount	Barrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Grose	HMC to	AFQ
Se ect	0343445664	\$249,929	8HO1	3 Step	5/17/2012	5/31/2012		43.0		\$1,074.69	Fail	Fall
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
ज्या <u>ट</u>	0343549325	\$108,838	WHATLEY	3 Step	5/18/2012	5/31/2012		64.0	ı	\$700.00	Fail	Fall

Notes

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

Inbound Split Details:

Outbound Split Details:

Adjustment Details:

Robyn	Page 2 of 2
Rooyii	rage 2 Or 2

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

Name	STALLWORTH, PATRICIA K	Hire Dates	12/1/2006	Hierarchys	
(10):	(460228)	Termination Date:	5/8/2013	Southeast, Region 08,	1
Titles	fe: Mortgage Consultant (SAFE)	President's Club:	N	Central FL Area, MAITLAND, FL (35341)	1
j					لـ

Monthly Commission Information:

	Units	Volume		\$
Funded:	2	416,356	Unadjusted Commission:	1,890
Referred:	0	0	Adjustments:	(22
Totalı	2	416,356	Initial Commissions	1,868
			HMA Adjustments	C
Purchaset	0	0	Outbound Splits:	(
Renovation:	0	٥	Inbound Splits:	d
Affluenti	0		Adjusted Gross Commission:	1.868

	\$
Adjusted Gross Commission:	1,868.48
Guaranteed Advance:	0.00
Regular Advances	(1,920.00)
Applied Carryovers	0.00
Net Due:	(51.52)
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Bonus:	0.00

	\$
Regular Hourst	144.00
Overtime Hours:	0.00
Daubletime 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	Barrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to	AFQ
Seieci	0342187788	\$276,856		FdMc to FdMc	4/25/2012	6/8/2012		43.0		\$1,190.48	Fall	Fali
2 c ;cc;	0340899905	\$139,500	PLATO	FdMc to FdMc	4/2/2012	6/29/2012		50.0	1	\$700.00	Fail	Fad

Notes

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

Inbound Split Details:

Outbound Split Details:

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

Robyn

		278	407008
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(\$11.00) Uncollected Fees On Cancelled Loan #0407008838 SERVIDER

AFQ Bonus Details:

Legal Disclaimers:

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

PAID

		, ,	***************************************	
Name	STALLWORTH, PATRICIA K	Hire Date:	12/1/2006	Hierarchys
, (ID):	(460228)	Termination Date:	5/8/2013	Southeast, Region 08.
Titles	Mortgage Consultant (SAFE)	President's Clubs	N	Central FL Area,
1		L		MAITLAND, FL (35341

Monthly Commission Information:

	Units	Volume		\$
Funded:	3	673,155	Unadjusted Commission:	3,027.6
Referred:	0	0	Adjustments:	40.5
Total:	3	673,155	Initial Commissions	3,068.1
		1	HMA Adjustments	0.00
Purchase:	0	0	Outbound Splits:	0.00
Renovation:	0	0	Inbound Splits:	0.00
Affluenti	0	0	Adjusted Gross Commissions	3,068.1

	\$
Adjusted Gross Commission:	3,068.17
Guaranteed Advance:	0.00
Regular Advance:	(2,025.00)
Applied Carryover:	(51.52)
Net Due:	991.65
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Sonus:	0.00

<i>!</i>	*
Regular Hours:	160.75
Overtime Hours:	0.00
Daubietime 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	0345722318	\$164,314	SHOFNER	3 Step	6/26/2012	7/31/2012		43.0		\$706.55	Fail	Fait
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

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

Inbound Split Details:

Outbound Split Details:

-	Loan	Barrower	Amount	Business Case

Robyn

1	_	\$51.52	1FQ/Loyalty Adjustment for recouped carryover
0344074794	HARDIN	(\$11.00)	Uncollected Fees On Cancelled Loan #0344074794 HARDIN

AFQ Bonus Details:

Legal Discisimers:

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

PAID

Name	STALLWORTH, PATRICIA K
(ID):	(460228)
Titles	Mortgage Consultant (SAFE)

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

Hierarchys	
Southeast	
Region 08,	
Central FL Area.	
MAITLAND, FL (35341)	

Monthly Commission Information:

Units	Volume
3	922,950
0	0
3	922,950
1	649,250
0	0
0	0
	3 0 3

	\$
Unadjusted Commission:	4,516.40
Adjustments:	(22.00)
Initial Commission:	4,494.40
HMA Adjustment:	0.00
Outbound Splits:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	4,494.40

	\$
Adjusted Gross Commission:	4,494.40
Guaranteed Advance:	0.00
Regular Advance:	(2,124.00)
Applied Carryover:	0.00
Net Due:	2,370.40
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Bonus:	0.00

	•	
Regular Hours:	169.00	
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	0345450837	\$130,000	ERBAN	FdMc to FdMc	6/20/2012	8/10/2012		54.0	1	\$700.00	Fail	Fail
Select	0345165047	\$143,700	FESS	FdMc to FdMc	6/15/2012	8/5/2012		49.0	1	\$700.00	Fail	Fall
2e'est	0418917811	\$649,250	VANDEUSEN	NonConforming Product	7/27/2012	8/27/2012		48.0		\$3,116.40	Fail	Fall

Notes

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

Inbound Split Details:

Outbound Split Details:

4					
1					1
١	Loan	Borrower	Amount	Business Case	1
1					4
1					4

Robyn

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

AFQ Bonus Details:

Legal Discialmers:

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

PAID

STALLWORTH, PATRICIA K Name (ID): Titles Mortgage Consultant (SAFE)

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

Hierarchys Southeast, Region 08, Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

	Units	Volume	
Funded:	1	116,500	U
Referredi	0	0	A
Totali	1	116,500	In
į		į	Н
Purchaser	0	o	O
Renovation:	0	0	In
Affluents	0	0	Ac
(Co

	\$
Unadjusted Commission:	700.00
Adjustments:	(11.00)
Initial Commission:	689.00
HMA Adjustment:	0.00
Outbound Splits:	0.00
Inbound Splits:	1,253.50
Adjusted Gross Commission:	1,942.50

	•
Adjusted Gross Commission:	1,942.50
Guaranteed Advance:	0.00
Regular Advances	(1,812.00)
Applied Carryover:	0.00
Net Due:	130.50
Gross AFQ Bonus:	0.00
Spilt AFQ Bonus:	0.00
Net AFQ Bonus:	0.00

	\$
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:

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

Notesi

- 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	Referrai	0418914362

Outbound Split Details:

Robyn

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

AFQ Bonus Details:

Legal Disclaimers:

Wells Fargo Bank, N.A. Distributed Retail Commission Report For Period 10/1/2012 to 10/31/2012

PAID

Name STALLWORTH, PATRICIA K (460228) (10): Titles Mortgage Consultant (SAFE)

12/1/2006 Hire Dates **Termination Date:** 5/8/2013 President's Clubi

Hierarchys Southeast, Region 08, Central FL Area, MATTLAND, FL (35341)

Monthly Commission Information:

	Units	Volume		*
Funded;	0	٥	Unadjusted Commission:	0.00
Referred:	0	٥	Adjustments:	0.00
Total:	0	٥	Initial Commissions	0.00
			HMA Adjustment:	0.00
Purchaset	0	٥	Outbound Spilts:	0.00
Renovation:	0	0	Inbound Splits:	0.00
Affluents	0	o	Adjusted Gross Commissions	0.00

	*
Adjusted Gross Commission:	0.00
Guaranteed Advance:	0.00
Regular Advances	(2,094.00)
Applied Carryover:	0.00
Net Due:	(2,094.00)
Gross AFQ Bonus:	0.00
Spilt AFQ Bonus:	0.00
Net AFQ Bonust	0.00

	\$
Regular Hours:	174.50
Overtime Hours:	0.00
Doubletime Hours:	0.00
Overtime Premium (Comm):	0.00
Overtime Premium (AFQ):	0.00

D	1-	tio			~	
ĸe	ıa	EIO	N3	nı	03	ā

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:

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

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

Hierarchys Southeast, Region 08, Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

	Units	Volume
Funded:	3	543,325
Referred:	0	0
Totali	3	543,325
Purchases	1	152,000
Renovation:	0	0
Affluents	1	186,000

	. \$
Unadjusted Commission:	2,382.70
Adjustments:	(33.00)
Initial Commission:	2,349.70
HMA Adjustment:	0.00
Outbound Splits:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	2,349.70

	\$
Adjusted Gross Commission:	2,349.70
Guaranteed Advance:	0.00
Regular Advance:	(2,007.00)
Applied Carryover:	(2,094.00)
Net Due:	(1,751.30)
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Bonus:	0.00

-	*
Regular Hourst	151.25
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:

	10	Amount	Borrower	Loan Type	Reg Date	Fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0347782666	\$205,325		FdMc to FdMc	8/3/2012	11/26/2012		43.0		\$882.90	Fail	Fall
				Conventional	10/2/2012	11/2/2012		46.0	1	\$700.00	Fail	Fail
इस् ट रा	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:

Robyn

Loan	Sorrower	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:

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

PAID

STALLWORTH, PATRICIA K (460228) (ID): Titles Mortgage Consultant (SAFE) Hire Date: 12/1/2006 **Termination Date:** 5/8/2013 President's Clubs

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

Monthly Commission Information:

	Units	Volume
Funded:	2	633,000
Referred:	0	a
Totali	2	633,000
Purchaset	1	588,000
Renovations	0	0
Affluents	2	633,000

	*
Unadjusted Commission:	3,228.40
Adjustments:	0.00
Initial Commissions	3,228.40
HMA Adjustment:	0.00
Outbound Splits:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	3,228.40

	\$
Adjusted Gross Commission:	3,228.40
Guaranteed Advance:	0.00
Regular Advances	(1,488.00)
Applied Carryover:	0.00
Net Dues	1,740.40
Gross AFQ Bonus:	0.00
Spik AFQ Bonust	0.00
Net AFQ Bonusi	0.00
Next Month Applied Carryovers	(10.90)

	\$
Regular Hourst	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:

	Δ1	Amount	Borrower			Fund Date	L	Rate	Note	Gross	HMC to FFMT	AFQ
Select	0420004566	\$588,000	JOHNSON	NonConforming Product	11/30/2012	12/31/2012		43.0		\$2,528.40	Fall	Fail
Select	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:

Robyn	Page 2 of 2
1100)11	1 450 2 01 2

AFQ Bonus Details:

Legal Disclaimers:

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

PAID

STALLWORTH, PATRICIA K (460228) Name (ID): Titles

Mortgage Consultant (SAFE)

12/1/2006 Hire Dates **Termination Date:** 5/8/2013 President's Clubs

Hierarchys Southeast, Region 08, Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

	Units	Yolume
Funded:	2	243,931
Referred:	0	0
Total:	2	243,931
Purchaser	0	0
Renovation:	0	9
Affluents	0	0

	\$
Unadjusted Commission:	1,466.69
Adjustments:	(22.10)
Initial Commission:	1,444.59
HMA Adjustment:	0.00
Outbound Spilts:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	1,444.59

	\$
Adjusted Gross Commission:	1,444.59
Guaranteed Advance:	0.00
Regular Advances	(2,124.00)
Applied Carryover:	(10.90)
Net Due:	(690.31)
Gross AFQ Bonus:	73.18
Split APQ Bonus:	0.00
Net AFQ Bonus:	0.00
Next Month Applied Carryovers	(617.13)

	\$
Regular Hours:	118.00
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:

			Borrower	Loan Type	Reg Date	Fund Date	Rate	Note	Gross	HMC to	AFQ
्दादरा	0354225971	\$178,3 00	JANKOWSKI	FnMa to FnMa	12/14/2012	1/28/2013	43.0		\$755.69	Fail	Fail
ઉદ્યક્ક	0354873499	\$65,631	SMITH		10/30/2012		107.0	1	\$700.00	Fail	Fail

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

Inbound Split Details:

Outbound Split Details:

	~uj w = <			
-				
1	Losn	Borrower	Amount	Business Case

Robyn

0405725482		(\$11.00)	Uncollected Fees On Cancelled Loan #0405725482 SIRMEYER
		\$10.90	Carryover Adjustment Associated with 201252 IFQ/Loyaky 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		519.69

Legal Disclaimers:

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

PAID

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

Monthly Commission Information:

į	Units	Volume		3		\$
Funded:	0	0	Unadjusted Commission:	0.00	Adjusted	0.00
Referreds	0	0	Adjustments:	0.00	Gross Commission:	
Totali	0	o	Initial Commissions	0.00	Guaranteed Advances	0.00
1			HMA Adjustments	0.00	Regular Advances	(1,812.00)
: :Purchase:	0	o	Outbound Splits:	0.00	Applied Carryovers	(617.13)
Renovations	0	o	Inbound Splits:	0.00	Net Due:	(2,429.13)
Affluenti	0	ol	Adjusted Grose Commissions	0.00	Gross AFQ Sonus:	0.00
	1				Split AFQ Bonus:	0.00
					Net AFQ Bonuss	0.00
					Next Month Applied Carryovers	(2,429.13)

•	\$
Regular Hours:	143.00
Overtime Hours:	0.00
Daubletime Hours:	0.00
Overtime Framium (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

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Inbound Split Details:

Outbound Split Details:

Adjustment Details:

AFQ Bonus Details:

Legal Disclaimers:

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

PAID

STALLWORTH, PATRICIA K Name (ID): Title:

Mortgage Consultant (SAFE)

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

Hierarchys Southeast, Region 08, Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

The state of the s	Units	Volume
Funded:	6	756,568
Referred:	0	0
Total:	6	756,568
Purchases	0	٥
Renovations	0	0
Affluenti	1	82,550

	\$
Unadjusted Commission:	4,404.27
Adjustments:	0.00
Initial Commissions	4,404.27
HMA Adjustments	0.00
Outbound Splits:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	4,404.27

	\$
Adjusted Gross Commission:	4,404.27
Guaranteed Advance:	0.00
Regular Advance:	(1,926.00)
Applied Carryover:	(2,429.13)
Net Due:	19.14
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Bonusi	0.00

	*
Regular Hours:	156.50
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	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	Fall	Fail
Select	0408185254	\$82,550	KISH	Government	2/7/2013	3/29/2013		85.0	1	\$700.00	Fail	Fail
Select	03\$5258633	\$199,600	MACKEEN	FdMc to FdMc	1/14/2013	3/29/2013		43.0		\$858.28	Fall	Fail
Select	03\$5893876	\$54,481	STIDHAM	FaMe to FaMe	1/28/2013	3/20/2013		128.0	1	\$700.00	Fail	Fail
129 PCS	0346413776	\$131,500	WALLICK	Conventional	7/10/2012	3/5/2013		53.0	ì	\$700.00	Fail	Fail

Notes:

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

Inbound Split Details:

Robyn	Page 2 of 2

Outbound Split Details:	
Adjustment Details:	and and the second states showed the second state of the second st
AFO Ronus Details	

Legal Disclaimers:

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

PAID

STALLWORTH, PATRICIA K (460228) Name (ID): Titles Mortgage Consultant (SAFE)

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

Hierarchys Southeast, Region 08, Central FL Area, MAITLAND, FL (35341)

Monthly Commission Information:

-		
	Units	Yolume
Funded:	1	128,053
Referred:	0	0
Totali	1	128,053
Purchases	0	0
Renovation:	0	0
Affluents	0	0

	*
Unadjusted Commission:	700.00
Adjustments:	0.00
Initial Commission:	700.00
HMA Adjustments	0.00
Outbound Splits:	0.00
Inbound Splits:	0.00
Adjusted Gross Commission:	700.00

	\$
Adjusted Gross Commission:	700.00
Guaranteed Advance:	0.00
Regular Advances	(2,043.00)
Applied Carryover:	0.00
Net Due:	(1,343.00)
Gross AFQ Bonus:	38.42
Split AFQ Bonus:	0.00
Net AFQ Bonus:	0.00
Next Month Applied Carryover:	(1,304.58)

	*
Regular Hours:	122.25
Overtime Hours:	0.00
Doubletime Hours:	0.00
Overtime Premium (Comm):	0.00
Overtime Premium (AFQ):	0.00

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

Loan Details:

	aı	Amount	Borrower	Loan Type	Reg Date	fund Date	Cancel Date	Rate	Note	Gross	HMC to FFMT	AFQ
Seies	0356764803	\$128,053		FdMc to FdMc	2/14/2013	4/26/2013		55.0	i	\$700.00	Pass	Pass

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

Inbound Split Details:

Outbound Split Details:

Adjustment Details:

AFQ Bonus Details:

Robyn

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

Legal Discialmers:

Page 2 of 2

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

PAID

Name	STALLWORTH, PATRICIA K	Hire Date:	12/1/2006	Hierarchys
(ID):	(460228)	Termination Date:	5/8/2013	Southeast, Region 08,
Titiei	Mortgage Consultant (SAFE)	President's Club:	N ,	Central FL Area, MAITLANO, FL (35341)

Monthly Commission Information:

	Units	Yolume		3		\$
Funded:	3	552,742	Unadjusted Commission:		Adjusted	2,982.40
Referred:	0	0	Adjustments:	0.00	Gross Commissioni	2,502.10
Total:	3	552,742	Initial Commissions	2,982.40	Guaranteed Advance:	0.00
l	1		HMA Adjustments	0.00	Regular Advances	(288.00)
Purchases	0	0	Outbound Splits:	0.00	Applied Carryovers	(1,304.58)
Renovations	0	0	Inbound Splits:	0.00	Net Due:	1,389.82
Affluents	0	0	Adjusted Gross		Gross AFQ Bonust	0.00
			Commissions	2,982.40	Split AFQ Bonus:	0.00
		`			Net AFQ Bonus:	0.00

	\$
Regular Hours:	24.00
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
Serect	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

- Minimum or Maximum Commission Adjustment Applied
 Individual Plan Amendment Applied

Inbound Split Details:

Outbound Split Details:

Robyn	
NOUYII	

Page 2 of 2

AFQ Bonus Details:

Legal Discisimers:

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)
Titles	Mortgage Consultant (SAFE)

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

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

Monthly Commission Information:

}	Units	Volume
Fundeds	1	223,446
Referreds	0	0
Totali	1	223,446
Purchases	0	0
Renovations	0	0
Affluents	0	0

1		-
1	1	*
1	Unadjusted Commissions	0.00
ĺ	Adjustments:	0.00
ļ	Initial Commissions	0.00
1	HMA Adjustments	0.00
1	Outbound Splits:	0.00
ĺ	Inbound Splits:	0.00
İ	Adjusted Gross Commission:	0.00

	\$
Adjusted Gross Commission:	0.00
Guaranteed Advance:	0.00
Regular Advances	0.00
Applied Carryovers	0.00
Net Due:	0.00
Gross AFQ Bonus:	0.00
Split AFQ Bonus:	0.00
Net AFQ Bonus:	0.00

	\$
Regular Hours:	0.00
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:

	10	Amount	Borrower	Loan Type	Reg Date	fund Date	Cancel Date	Rate	Note	Gross	HMC to	AFQ
Sulect	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:

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.

		Column A Rates:	Column B Rates:
Tier	Total Unit Credits	CPL >=90 bps & >=\$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.

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 employer¹, 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:

- Code of Ethics and Business Conduct;
- 2. Information Security Policy, and/or
- 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 controt.

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 <u>or</u> funded and referred units that fund, whichever is greater. The <u>higher rate</u> derived from the schedule per units <u>or</u> 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		Loan	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.



- 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 Freddle Mac to Freddle Mac Relief Refinance Mortgage refinanced loan commission credit
 rates are per the standard commission schedule WFHM loan of a Freddle Mac to Freddle 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 Refl Plus refinanced loan commission credit rates are per the standard commission schedule
- Non WFHM loan of a Fannle Mae to Fannle Mae DU Refi Plus refinanced loan commission credit rates are per the standard commission schedule

5. Government Loans (FHAVA).

 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 refinenced 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 x 43 bps = \$3,225
Three month review (final commission credit calculation)	\$1,000,000	\$900,000	\$900,000 x 48 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 x 43 bps = \$3,225
Three month review (final commission credit calculation)	\$1,000,000	\$500,000	\$500,000 - \$750,000 = -\$250,000 x 43 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. Bullder 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 informat 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 x 25 bps Prefer to Refer = \$7,500. Referral compensation capped at \$4,000.
- Funding Rep: \$3M x 38 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 toan, excluding EPD toans 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 1st through June 30th and July 1st through December 31st.

Minimum Regulrements.

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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).

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 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 peed 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 trued-up to a minimum commission level <u>will</u> be eligible for an additional three (3) bps bonus during the performance period. Loans achieving the max commission credit per loan will <u>not</u> 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 1st level manager with approval from the 2nd 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. <u>Fee Collection</u>. 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.

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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 >=75 bps & >=\$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 including 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 31st to be eligible to be considered for the Yearend 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 Reconcillation

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

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multiplied by the difference in the Column A and B rates in the unit tier achieved that month. Note there is no yearend 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 Pald	Override Rate per YTD Reconcillation	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 (8)	2
Dec	3	Jan 1 – Dec 31	73 bps	5 (B)	5 (8)	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. <u>Monthly Volume Override Start-Up Option</u>. 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 <u>following</u> 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 overnde 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 31st, June 30th, September 30th and December 31st to be cligible 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 31st 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 30th and September 30th, 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 31st.

The purchase bonus shall be trued-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 31st, June 30th, September 30th, and December 31st 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.

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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 findirect 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. <u>General</u>. Commissions shall be pald 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 pald. 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. <u>Plan Administration</u>. 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. <u>Amendment and Termination of the Plan</u>. 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. <u>Dispute Resolution Process</u>. 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/	IMPACT ON:			
EMPLOYMENT STATUS				
CHANGE	Monthly Commission Credit	Semi-Annual Performance Scorecard Bonus		
New Hire, Transfer In, OR Promotion In (Employee becomes a perticipant subsequent to first day of the Plan Year)	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 actual eligible funded toan volume and scores received commencing immediately upon the effective date of hire, transfer or promotion into an eligible position, subject to Plan terms.		
Transfer or Promotion Out (Employee discontinues Plan participation due to transfer or promotion into a non-eligible position within Wells Fargo)	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.	Credit toward the Performance Scorecard Bonus will be awarded for actual 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. Subject to transfers, credit toward the Performance Scorecard Bonus will be awarded for actual eligible funded loan volume and scores received		
Voluntary Termination	Eligible for monthly commission credit for eligible loans which fund within thirty (30)	commencing immediately upon the effective date of transfer or promotion into the <u>new</u> eligible position, subject to Plan terms. Not eligible for Performance Scorecard Bonus if Employee is not employed on June 30 th or		
(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.)	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.	December 31 st in accordance with the Plan terms, unless Employee retires. (See "Retirement" below.)		
Involuntary Termination for Misconduct**	Misconduct may disqualify Employee from earning compensation under the Plan. If disqualified, no monthly commission credit shall be awarded for loans which fund in the month of termination.	Not eligible for Performance Scorecard Bonus if the Employee is not employed on June 30th or December 31th in accordance with the Plans terms. Misconduct may disqualify Employee from earning compensation under the Plan		
Qualifying Event Under Salary Continuation Pay Plan (Employee discontinues Plan participation due to a qualifying event under the WF Salary Continuation Pay Plan in effect at the time of the event)	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 actual scores and fundings through the calendar month that includes the end of Employee's notice period.		
Death or Retirement*	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 estato, 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.*		
Approved Leave	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.		
Paid Time Off	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/		IMPACT ON:	
EMPLOYMENT STATUS CHANGE	Monthly Volume Override	Quarterly Purchase Bonus	Quarterly Sales Effectiveness Scorecard Bonus
New Hire, Transfer In, OR Promotion In (Employee becomes a participant subsequent to	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.
first day of the Plan Year) Transfer or Promotion Out (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 actual 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 actual eligible funded loan volume and scores received commencing immediately upon the effective date of transfer or promotion into the new eligible
Voluntary Termination (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-rate 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.	position, subject to Plan terms. Performance Scorecard Bonus will not be awarded if the Employee is not actively employed on June 30°, September 30°, or December 31° in accordance with the Plans terms, unless Employee retires. (See "Retirement" below.)
Involuntary Termination for Misconduct or Cause**	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°, September 30°, or December 31° in accordance with the Plans terms. Misconduct may disqualify Employee from earning compensation under the Plan
Qualifying Event Under Salary Continuation Pay Plan (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 actual 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.

qualifying event under the WF Salary Continuation Pay Plan in effect at the time of the event)	period.		
Death or Retirement*	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 actual scores and fundings through the end of the calendar month in which Employee dies or retires.*
Approved Leave	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 not be eligible for the monthly volume override if Employee is on a full month leave after the leave commenced.	Ouarterly 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 not be eligible for the Quarterly Purchase Bonus starting on the Employee's first full month on a leave period after the leave commenced.	Quarterly Scorecard Bonus due, if any, will be paid based on actual scores and fundings through the end of the calendar month that Employee goes on an approved leave. Employee will not 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
	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	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.	share of the Quarterly Scorecard Bonus for the month in which the Employee returns from an approved leave.
Paid Time Off	No pro-ration 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) aga 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.

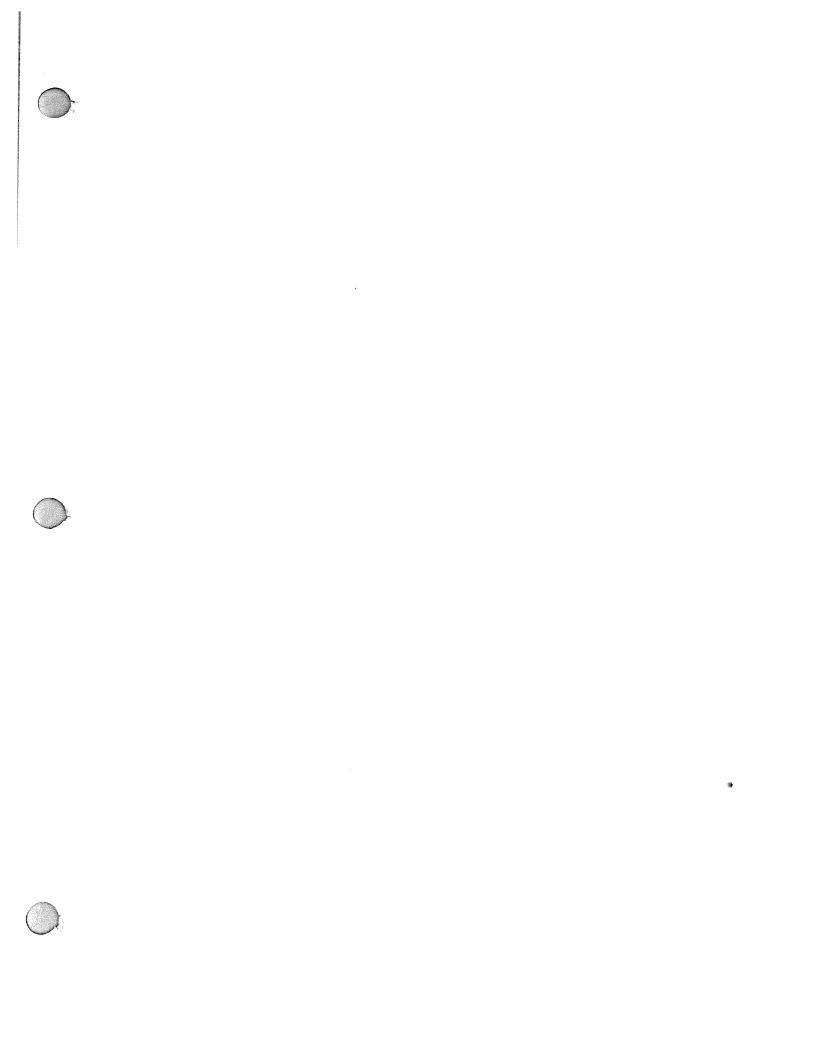
*******For purposes of this Plan, Misconduct means (i) Employee's receipt of notice of termination by Employer arising from 1) Employee's conviction of a crime that Employer determines requires termination or an act or omission that Employer determines renders Employee unbondable; 2) Employee's violation of Employer's policies Including, but not limited to, Welfs 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
us	210,495	17,324,735
TOTAL	336,593	33,068.831

