

| <b>B</b>         | <b>I</b>                | <b>N</b>               | <b>G</b>                     | <b>O</b>                     |
|------------------|-------------------------|------------------------|------------------------------|------------------------------|
| Refinance<br>APP | 2for1<br>Refi/Equity    | 2for1<br>Refi/Equity   | MLO<br>invite to<br>EHR      | Realtor<br>Introduction      |
| PreQualification | MLO<br>invite to<br>EHR | Refinance<br>APP       | RSVP<br>Homebuyer<br>Seminar | 2for1<br>Refi/Equity         |
| Refinance<br>APP | Set<br>Appointment      | People                 | 2for1<br>Refi/Equity         | RSVP<br>Homebuyer<br>Seminar |
| PreQualification | PreQualification        | Refinance<br>APP       | PreQualification             | RSVP<br>Homebuyer<br>Seminar |
| Refinance<br>APP | Realtor<br>Introduction | My Day<br>calls<br>MLO | PreQualification             | My Day<br>calls<br>MLO       |

|                         |                    |                         |                         |                              |
|-------------------------|--------------------|-------------------------|-------------------------|------------------------------|
| <b>B</b>                | <b>I</b>           | <b>N</b>                | <b>G</b>                | <b>O</b>                     |
| PreQualification        | PreQualification   | MLO<br>invite to<br>EHR | 2for1<br>Refi/Equity    | 2for1<br>Refi/Equity         |
| PreQualification        | PreQualification   | PreQualification        | 2for1<br>Refi/Equity    | Refinance<br>APP             |
| 2for1<br>Refi/Equity    | Refinance<br>APP   | People                  | PreQualification        | PreQualification             |
| Refinance<br>APP        | Set<br>Appointment | Refinance<br>APP        | 2for1<br>Refi/Equity    | RSVP<br>Homebuyer<br>Seminar |
| Realtor<br>Introduction | PreQualification   | 2for1<br>Refi/Equity    | MLO<br>invite to<br>EHR | MLO<br>invite to<br>EHR      |

|                              |                              |                      |                         |                         |
|------------------------------|------------------------------|----------------------|-------------------------|-------------------------|
| <b>B</b>                     | <b>I</b>                     | <b>N</b>             | <b>G</b>                | <b>O</b>                |
| Refinance<br>APP             | RSVP<br>Homebuyer<br>Seminar | Set<br>Appointment   | Refinance<br>APP        | Realtor<br>Introduction |
| RSVP<br>Homebuyer<br>Seminar | Refinance<br>APP             | 2for1<br>Refi/Equity | MLO<br>invite to<br>EHR | PreQualification        |
| MLO<br>invite to<br>EHR      | RSVP<br>Homebuyer<br>Seminar | People               | PreQualification        | 2for1<br>Refi/Equity    |
| PreQualification             | 2for1<br>Refi/Equity         | PreQualification     | PreQualification        | Refinance<br>APP        |
| 2for1<br>Refi/Equity         | Set<br>Appointment           | Set<br>Appointment   | MLO<br>invite to<br>EHR | 2for1<br>Refi/Equity    |