Housing Program Application

Participant (1) Name	Address	DOB	SSN
Emmanuella Prosper	1214 Labelle St #174, Jax Fl 32205	12/7/1979	590-63-4533

Participant (2) Name	Address	DOB	SSN
Deangelo Tarrango Barkley	8833 Old Kings Rd S #1405, Jax Fl 32257	7/30/1981	591-14-9151

Current/Previous Address (1)	Length	Previous Address (2)	Length (2)
3875 San Pablo Rd S apt 508, Jax Fl 32224	2/yrs		

Phone (1)	Phone (2)	Email (1)	Email (2)
(904) 696-3474	**(904) 562-9091**	**eprosper1979@Hotmail.com**	

Employer Name (1)	Length Employed	Employer Phone Number (1)	Gross Mo (1)
Self Employed	**<1 year**	**NA**	$2500

Employer Name (2)	Length Employed	Employer Phone Number (2)	Gross Mo (2)
North Fl Sales	**11 months**		$2500

Additional Income	Type of Income	Additional Income	Type of Income	Amount in Savings
TBD		TBD		TBD

To all consumer-reporting agencies and to all creditors and depositories of the undersigned:

Please be advised that the undersigned has completed an application for a housing program requesting an extension of credit to the undersigned. Therefore, the undersigned hereby authorizes you to provide their credit report and/or to disclose said report to us or any authorized agent associated to our housing program that the undersigned so wishes to participate in.

I/we, the undersigned, give my/our permission to release my/our credit, financial and personal information to the We Help Foundation, We Help Brokerage Corporation and/or the realtor (Real Estate Broker taking this application) and any affiliates, potential investors, or lenders for the purpose of completing the housing program.

I/we further give permission to verify the application information including but not limited to obtaining criminal records, contacting creditors, present or former landlords, employers and personal references, whether listed or not, at the time of the application or any future date as required to secure a loan or otherwise complete the housing program.

I/we understand that any false information provided by me/us will constitute grounds for termination from the program. I/we, the undersigned, expressly agree to allow my credit and financials to be evaluated for the purpose of completing the housing program. By signing this agreement I/we acknowledge that I/we have read all the terms of this and all other agreements which I/we acknowledge receiving prior to enrolling. **I/we affirm that I/we were given the opportunity to review all agreements and enrollment documentation prior to enrolling**. Under penalties of perjury, I/we declare that I/we have read the foregoing information and that the facts stated in it are true.

Participant Name	Participant Signature	Date	Participant Name	Participant Signature	Date
Emmanuella Prosper	Authentisign *Emmanuella Prosper* 11/2/2016 11:00:42 AM EDT	11/02/2016	Deangelo T Barkley	Authentisign *Deangelo T Barkley* 11/1/2016 5:49:30 PM EDT	11/01/2016

Any information shared by you to us is strictly confidential and is collected for the sole purpose of determining how our program would best be suited for your present financial needs and future goals.

ACH Authorization

Authentisign ID: 5E80A5FC-A8AC-4E4A-A0AC-47D4EA00B64B

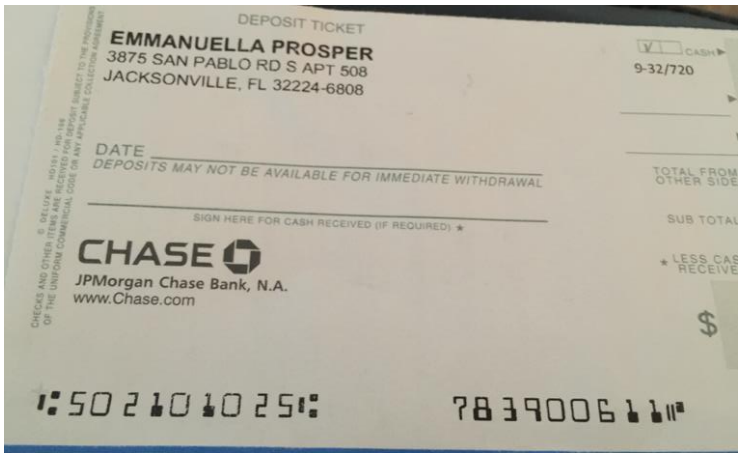
Participant (1) Name	Address	DOB	SSN
Emmanuella Prosper	1214 Labelle St #174, Jax Fl 32205	12/7/1979	590-63-4533

Participant (2) Name	Address	DOB	SSN
Deangelo Tarrango Barkley	8833 Old Kings Rd S #1405, Jax Fl 32257	7/30/1981	591-14-9151

Financial Institution Name	Account Number	Routing Number	Target GFC	EGFC
Chase Bank	783900611	502101025	$10,000	$500

I/we, the undersigned, authorize the **E**nrollment **G**ood **F**aith **C**ommitment (EGFC) payment of $500 to be debited from my/our financial institution. I/we, the undersigned, authorize any future **S**econdary **G**ood **F**aith **C**ommitment (SGFC) payments to be withdrawn from my/our financial institution. I/we understand that I/we shall follow a budget that will result in a SGFC payments toward the a ("Target GFC Balance") not to exceed $10,000.

I/we understand that GFC PAYMENTS debited from my/our account are NOT refundable (as stated in the Program Agreement). I/we understand the Advising team is willing to provide ongoing consultations to me based on my Good Faith Commitment to fund the ("Target GFC Balance"). I/we understand that program payments are NOT escrowed (saved in an account). I/we understand that the GFC program supports the operation of the Foundation and that my/our funds are being secured through Agreements (contracts). I/we understand that once a payment has been paid (debited from my/our account), those funds are not available to me/us as they are deposited into a Foundation governed banking account for the sole purpose of supporting the program and/or the operation of the Foundation.



Participant Name	Participant Signature	Date	Participant Name	Participant Signature	Date
Emmanuella Prosper	Authentisign: Emmanuella Prosper 11/2/2016 11:00:44 AM EDT	11/02/2016	Deangelo T Barkley	Authentisign: Deangelo T Barkley 11/1/2016 5:19:32 PM EDT	11/01/2016

Any information shared by you to us is strictly confidential and is collected for the sole purpose of determining how our program would best be suited for your present financial needs and future goals.

home ownership benefits

The experts agree that the only way to reach a goal is to set a goal. We believe in goal-setting and would like to help you to define your goals in writing.

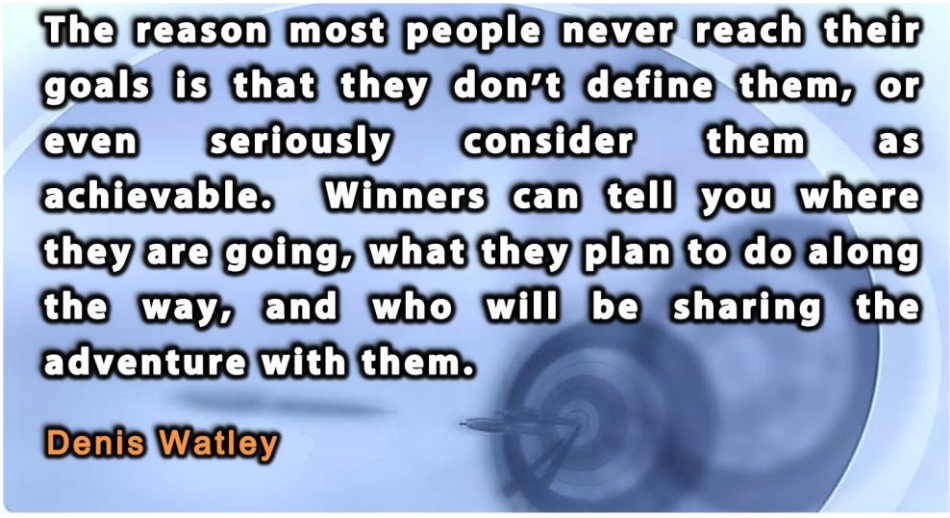
You need to visually see what you want every day so that you are properly motivated to do what you have to do each day to move closer to your goals. It is important for you to have a clear understanding of where you are now and what you want to achieve through our program.

goal-tracker

We use a goal tracker as a tool to help you complete this basic goal setting exercise. We encourage you to write your name on it and date it.

The experts say that placing your name on the goals gives you ownership of them. Placing the date on your goals gives you a working timeline so you know whether you're progressing forward toward them or not. Every day you should be taking small but measurable steps toward your goal of home ownership.

Then place a checkmark next to each of the following check boxes of those benefits that you would like to secure through our program. Print this page and place it somewhere that you can "see" it every day. When the process becomes tough and you are facing adversity, if you have goals, you are more likely to keep your eye on the target and persevere through it.



PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

which is better?

Why is owning better than renting? There are a significant number of reasons why it is better to be a homeowner verses a renter.

Some benefits you can see, touch and measure; specifically the monetary and financial aspects of home ownership.

Other benefits are less obvious. You can't see them, but that doesn't mean they don't exist. There are certain aspects to home ownership that you experience, feel and sense. You can't possibly know what you are missing until you know what you're missing. We've taken the time to help you realize just how much better home ownership really is.

Our goal is to help you realize that **home ownership will cost you less money, it will feel better**, and it will be **profoundly more positive on your lifestyle and happiness**.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

privacy:

When you own a home you can enjoy your **privacy** more than say in an apartment complex or living with family. Privacy is defined as the state or condition of being free from being observed or disturbed by other people. How valuable is it to you to be free from disturbances from either your noisy neighbors or that creepy maintenance guy that can show up at your door for a "fire-inspection"? How valuable is the ability to enjoy the peace privacy of your own home?

What about those neighbors? When you live in an apartment complex, how many times will you find yourself hearing the doorbell ring and wondering if it's your door or the neighbors? How frustrating is it to be forced to respond to the loud noise of your upstairs neighbor that insists on playing his or her sound system at the max sound setting? What about repeatedly hearing the footsteps of that neighbor above you when you are trying to sleep?

security:

How safe do you feel when you don't know how many of your neighbors are criminals? When you live in an apartment complex where there are many more people living right on top of each other, crime and security have to be considered.

Consider that infamous walk from your car to your apartment. If the parking lot is not scary enough, you never know which neighbor may pop out of their apartment as you walk toward yours.

Even the most secure apartment complexes can't protect you or your family from your neighbors inviting their friends who might be criminals or have criminal intent into your complex.

comfort:

Apartment living can be uncomfortable and annoying to say the least. Imagine smelling foul odors like cigarette smoke or garbage outside your apartment, or worse, coming through your vents or walls.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

stability:

The social well-being of those that feel they are part of a community are said to be better for home owners versus renters.

Consider the school dropout or crime rates for neighborhoods where there are more home owners than landlords and renters. Statistics show that children of homeowners do better in school and are more stable in their interactions with others.

what about the landlord:

Remember the hit 70's sitcom "Three's Company"? Do you remember the flamboyant and nutty Ralph Furley who was replaced with the nosy original landlord Stanley Roper? Both were funny for the show, but in real life, maybe not so much.

Did you know that apartment landlords have a major financial incentive to get you out. That's because if you vacate your apartment, the landlord will get a 20% increase on a two-year lease for a new tenant. Increases for a one-year lease are determined by a special formula and can vary, but still give the landlord more profit than renewing your lease. Landlords can increase your rent up to 2.5% per month and say it's because of increasing maintenance costs. The number of illegal evictions in the US are estimated to exceed tens of thousands each year.

Real estate experts have observed many landlords illegally keeping security deposits from tenants. Said landlords will look for any excuse they can to keep your money when you move out.

Did you know that no matter whether you live in an apartment or house, your landlord can enter the premises at their discretion? It's the "I was concerned about …anything" clause. This doesn't foster comfort, safety or happiness does it?

Landlords have been known to be nosy, creepy, absent, racist, incompetent and in some cases abusive. When you own your home, you don't have to deal with anybody treating you poorly, unfairly or telling you what you can or can't do or more importantly increasing your monthly cost of living.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

control of your environment:

Who determines whether you can have that pet you love, change the color of paint on your walls or upgrade your carpet to wood flooring? Your landlord or you?

For the landlord it's about charging you more money to have that pet or denying you the privilege, either way you have no say in the matter.

What about changing the color of paint on a wall? What about switching out those old carpets with nice wood floors? No way, cause you know you can't take those nice floors with you when you move. That just wouldn't make financial sense.

pride & confidence:

When you own your home you acquire a sense of dignity that renters do not feel. You begin to take pride in what you own, and pride in conserving and/or improving your living accommodations.

You become a more steadfast and concerned citizen of your community. You become more self-confident and self-reliant. The mere act of becoming a homeowner transforms your mindset.

Ownership gives you roots, a sense of belonging, a true stake in your community and well-being.

Not everybody has the same standards and it can be uncomfortable dealing with neighbors that don't care about their surroundings. You know the ones that let their dogs poop in the elevators and don't clean it up. Consider the damages to the walls and other areas that you have to see every time you pass that way. What about shared garbage? Your neighbor in apartment 2b throws their old sofa away and it becomes an eye sore?

People take better care of something that is theirs rather than something they are borrowing. You could live in the nicest perceivable apartment complex you know of and people will still puke in the pool, spill their drinks, throw trash around, because it's not their responsibility to clean up what they are borrowing.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

better memories:

Think about all those future events that are going to occur in your household. Consider those special moments that you experience with your family, friends and loved ones. With today's technology, we take more pictures on our android devices than ever before. Fast forward yourself through time and picture yourself in your home flipping through your pictures from the previous decade or so. What feelings are you going to experience?

How important is it for your friends and family to enjoy fellowship at your place? Consider the quality of those social gatherings you have from time to time in an environment where you have no privacy and neighbors that don't have the same standards that you do. Perhaps you would enjoy those holiday get-togethers more if you owned your home?

As you scroll through the images, you see your family and friends, and in the background is your home or the place you were renting. Which is going to bring **better memories, better times**?

more space for less:

You probly didn't realize that you get more living space for the same dollar when you own a home versus renting a home or an apartment. We're all creatures of comfort and size really can make a difference in living accommodations, especially if you can get more of it for less. Real estate experts point out that home owners enjoy 30% to 40% or more in over-all living space for the same cost as a typical renter. Also consider the ability to have more outside yard space for social gatherings, taking your pet out, playing with your children or simply planting that garden you've always wanted.

The national average cost to rent per square foot is .95/sqft. The national average cost of a mortgage payment per square foot is .65/sqft. That's an average difference of 32% in savings.

renter John example:

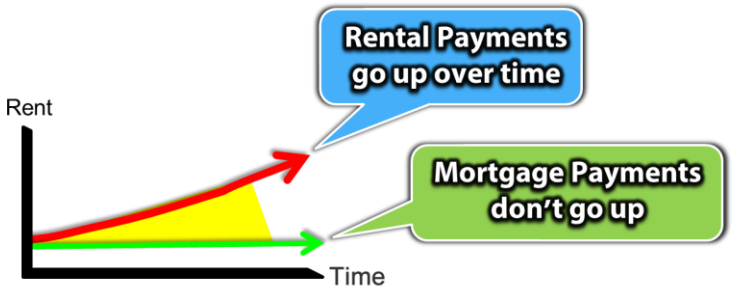
Renter John pays $1,235/mo for a 3 bedroom 1 bath apartment (1,300 sqft)[.95/sqft]. If renter John became owner John he would pay $962/mo for a 3 bedroom 2 bath home (1,480 sqft)[.65/sqft]. That's a 32% less expensive home with 13% more living space.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

payments that don't go up:

Did you know that mortgage rates are at an all-time low and they are expected to continue to fall as rental rates continue to increase? With housing prices continuing to drop, now is the best time to consider purchasing a home for the pure MONEY SAVING aspect of the transaction.

The fact is **you have to make a monthly housing payment no matter what**. The question is whether making rental payments makes more financial sense than making mortgage payments.



Rental payments increase by as much as 8% or more per year. When you own, you still have to make monthly payments but they don't increase like your rental payments do.

renter John example:

Let's see what the figures look like if rental rates were to increase for renter John at an average of just 5% per year. Assuming the monthly rent of $1,235/mo equals $14,820 in annual rent the following table demonstrates what a renter would pay over a five year period at a 5% increase each year.

5%	Year	Subtotal	New Subtotal
$741	1	$14,820x.05=$741	$14,820+$741=$15,561
$778	2	$15,561x.05=$778	$15,561+$778=$16,339
$817	3	$16,339x.05=$817	$16,339+$817=$17,156
$858	4	$17,156x.05=$858	$17,156+$858=$18,014
$900	5	$18,014x.05=$900	$18,014+$900=$18,914

$4,094 total amount paid over five years

As rental rates increase over the years that is tangible money you could have saved by making payments to your mortgage company that don't go up. It would be smarter to save money over-time by making mortgage payments.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

repairs and maintenance costs:

Yes, homeowners have to pay for unexpected repairs. If an owner fails to budget and save properly an unexpected repair could cause a temporary financial strain on their budget. Whereas; the uneducated renter would exclaim that they don't have to worry about expensive repairs, something breaks or needs improvement; just call the landlord.

It comes down to your ability to manage your own money intelligently. If renter John became a homeowner his expenditures would be significantly less.

5%	Year	Subtotal	Differential	Subtotals
$741	1	$15,561/yr	$4,017	$15,561-$11,544=$4,017
$778	2	$16,339/yr	$4,795	$16,339-$11,544=$4,795
$817	3	$17,156/yr	$5,612	$17,156-$11,544=$5,612
$858	4	$18,014/yr	$6,470	$18,014-$11,544=$6,470
$900	5	$18,914/yr	$7,370	$18,914-$11,544=$7,370
			$28,264 amount saved by being a homeowner	

The question is will homeowner John save his money? Imagine if he just saved 50% of that money from the first 5 years. That would equal approximately **$14,000** which is more than enough funds available for emergency repairs; if they ever occur. It's also enough to cover the cost to pay for a lawn care company to take care of your yard!

The other **$14,000** could be used for a new vehicle, payoff debt or other lifestyle choices. This doesn't even take into consideration the interest profit you could make on your money while you save it in an interest bearing account. Who keeps the interest on your money when it is paid to the landlord?

Almost all apartment complexes and landlords alike factor deposits and increasing rental rates and other ridiculous fees into their expenditures for repairs and maintenance costs. If you can get your landlord to pay in the first place, they already have made more money on you than what it costs to replace that leaking toilet. YOU are paying for their property and those repairs.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

free home warranty:

Homeowners can purchase a home warranty for approximately $400 to $600 per year that protects them from expensive repair bills. A home warranty covers just about everything in your home, especially the most expensive items you could think of; i.e. the roof, plumbing, electrical, the foundation and HVAC systems.

The warranty also covers appliances, flooring, well & septic and much more. If any one of these items break or stop working, you call the warranty company, they send someone out to take care of the issue. They will either repair or replace whatever is broken. Yes, you will pay a small deductible ranging from $50 to $100 but that is designed to keep frivolous claims to a minimum.

Over a five year period the average expenditure for a home warranty would be about **$3,000**. Deduct that from the previous figures and now you have an extra **$11,000** to add to your lifestyle budget.

If you put the monetary differential into an interest bearing account or investment vehicle; the dividends earned from that money would cover the cost of your home warranty each year. Eventually your interest profit would cover both the annual cost of the warranty and the deductibles that might be needed for repairs.

If you properly budget and save your money, the home warranty and deductible costs would end up costing you nothing.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

equity and mortgage debt:

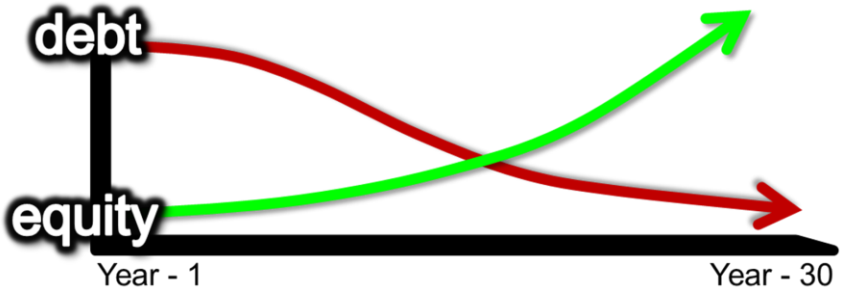
Equity is the monetary differential between the value of your home and the mortgage debt you owe. Equity is the difference between what your property is worth and what you owe the mortgage company.

When you first purchase your home you will have approximately 4% equity or money in your home. If the home is valued at **$100,000** that means that you have **$4,000** of equity in your home. This means that you owe the bank approximately **$96,000** in terms of mortgage debt.

You know you have to make a housing payment anyway, right? What you have to focus on is what happens to your money after the payment is made.

When you make rental payments 100% of the payments go to your landlord and they receive the monetary benefit of "equity". If you rent for 30 years, what do you have to show for it? Nothing.

Remember, equity is represented by the difference in the value of your home versus what you owe. Over time as you make more and more mortgage payments, you are reducing what you owe and therefore you automatically create more and more equity in your home.



PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

11 HOME OWNERSHIP BENEFITS

When you buy a home, once you pay off the mortgage in 30 years, you no longer have a debt payment. You do however, still have housing expenses. You will continue to have insurance premiums and annual taxes to budget for. These insurance and tax costs make up about 15% to 25% of your housing payments. If your mortgage payment was $1,000/mo; then you would expect that your insurance and taxes made up about $150 to $250 of that payment. At the end of 30 years you would still pay this $150 to $250 a month.

A common misconception is that you have to live in your home for the entirety of the 30 years. You have the option to sell at any time. We've helped many families purchase their first home and then three years later sell that very home and buy another one.

Why might you want to sell your home? Your job may change and you may want to move closer to your new employer. Your household size may increase or decrease and it might make sense to sell your home to purchase a different home that is bigger or smaller. There are all kinds of situations that could result in the need or want to sell your home.

Many renters claim that renting is better than homeownership because they can stay mobile or flexible. They believe that they would be "stuck" in a mortgage with debt and would prefer the freedom to move when they want. That just simply is not the reality.

You can sell your home in most cases as quickly as it takes for a renter to properly exit a rental lease agreement.

If you sell your home, the proceeds from that transaction will be applied first to pay off the mortgage. If the value of your home was exactly what it was when you purchased it then you would get all the money you paid for however long you paid it. The longer you live in your home and make mortgage payments the more money you will have should you decide to sell it.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

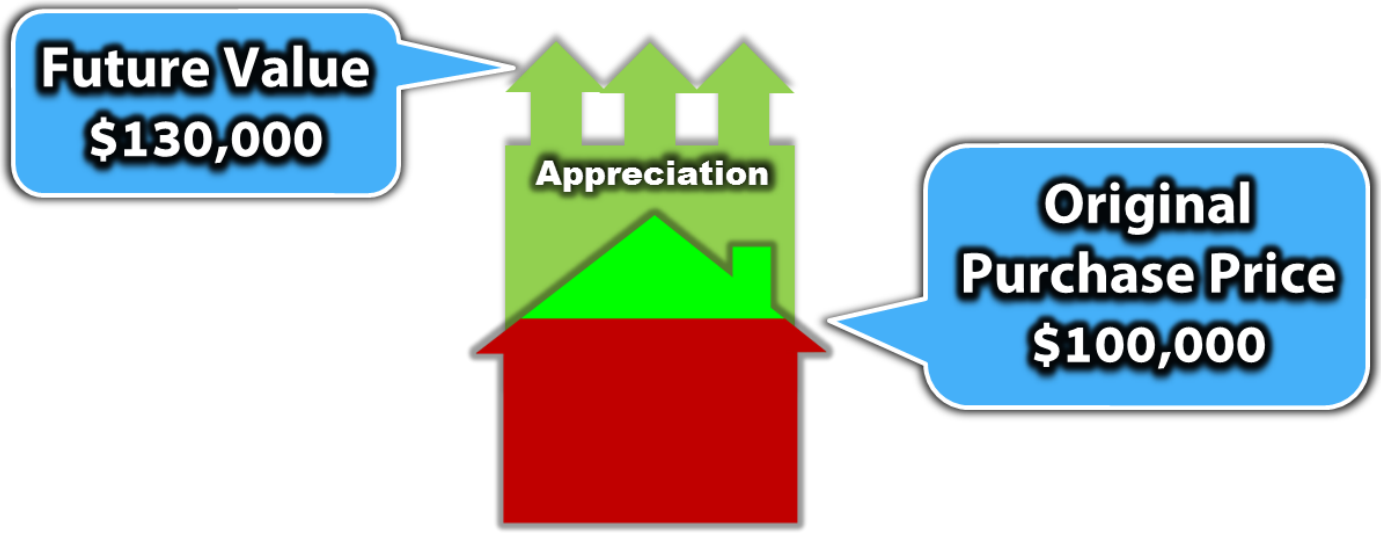
equity and appreciation:

Appreciation is the increase in value of your property due to variables like inflation, supply & demand, improvements and other factors. You can increase your net worth by paying down your mortgage debt and waiting for your home to appreciate.

Your home is considered an asset. Assets are what the middle class leverage to build wealth. You can sell an asset for cash and because you own the asset if it gains value you can make a profit on the sale.

In real estate this profit is called "appreciation". Appreciation is money you earn above and beyond any equity you've built by paying down your mortgage.

If you purchased your home this year for **$100,000** and then sold it in the future for **$130,000** you would realize a monetary gain/profit of **$30,000**.



In this same example if you sold your home in the 15th year of your mortgage and owed 50% of your original mortgage, then you would only owe **$50,000**. You would have approximately **$50,000** in equity. Add **$30,000** in appreciation and **$50,000** in equity together for a grand total of **$80,000** in proceeds should you decide to sell your home.

If you rent that same home, you're in essence giving that money to your landlord.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

closing summary:

America is a country that holds the promise that if you are willing to work hard, and give your best, that you should be able to have the opportunity to prosper and build a better life for your family. Home ownership has historically been the number one way for working Americans to pull themselves into the middle class of society.

Home ownership offers consumers the opportunity to build wealth, through equity and appreciation **[a benefit renters simply do not enjoy].**

To strengthen our communities we have to take a good look at the future. Do we want America to become a two-tiered society, where working and middle class families are expected to rent for life, and home ownership is exclusively available to the wealthy? No, we want to restore and maintain the opportunity for hardworking, responsible Americans to own their own homes and build a better future.

The equity built up from decades of responsible home ownership has resulted in many businesses being started, many first generation college students going to college, and many families saving a nest egg for their children to build upon.

You should now understand and agree that homeownership is better than renting.

The numerous benefits of homeownership are both tangible and intangible.

What are you waiting for? Home ownership will cost you less money, it will feel better, and it will be profoundly more positive on your lifestyle and happiness.

Decide today to take charge of your life and well-being.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

the advising system

Enjoy unlimited consultations (by phone or in-person) with our Advising team. You have access to us and your file for discussions by phone or in-person (if applicable). We call these discussions… **consultations**.

Although you are responsible for contacting our office and requesting these consultations, there is no limit to the number of consultations you can request and participate in.

You are **NOT assigned a particular Advisor.** No one person is responsible for your success or failure. If we assigned you an advisor and our system was based on your interactions with just one person, then we risk your success to that one person's ability to perform, show-up or care about you.

For your protection, our advising system is designed so that multiple people are collaborating on your file prior to consultations. When an advisor pulls your file to prepare for a consultation, they review it and collaborate with the senior advising team, and any relevant secondary personnel and/or management **a**nd then they deliver your consultation. You can participate in these consultations with confidence knowing that in most cases the advice being given is coming from multiple experts. You may communicate with the same Advisor on multiple occasions or possibly a totally different advisor each time. Either way, whoever you meet with is on a team of advisors and they must collaborate together before completing the consultation with you. We are committed to providing you with access to a knowledgeable advising team that can provide guidance when called upon.

We will share information with you as often as you ask for it. What good is information or knowledge if you don't apply it? Our objective is to help you achieve your goals of home or auto ownership by gaining the knowledge needed to make better, smarter decisions.

Knowledge and information is available to you through various methods like consultations and workshops with our Advising team. The key to success is pursuing our team to get the information.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

time is not a deterrent

Everybody wants to know "**how long will it take to achieve the desired results of our programs**". Factors like your credit score and your past credit issues will lengthen or shorten the time frames. The more issues or challenges you have with credit, debt, low income or other challenges the longer it will take to complete the programs.

Another important determinant to how long it will take to achieve success in our programs is YOU! Your willingness to do what you have to do will dictate the time-frames of each program.

It will most assuredly take "**time**" to overcome those specific challenges that are keeping you from succeeding in our programs. You have more challenges than you know. From credit, debt, and income issues, to saving money, maintaining a budget, and figuring out how everything works. There is no doubt that having someone like us to help you navigate the process over time is critical. We know from experience that over time you can address the challenges and slowly achieve benchmarks towards success in whichever programs you need our help with.

We believe in building long-term relationships with people in our community. It takes years or more of time working with people to make an impact in a person's mindset. That is why we have a **personal development program**. Think about that for a moment. We are willing to provide consultations on all aspects of your life without limitations on time-frames. You can continue to come back to us for knowledge, empowerment and information to better yourself for as long as you like.

We will work with you over "**Time**" no matter how long it takes. If it takes months, years or even decades, we promise to help you complete the programs you participate in. We will move as fast as you are able and capable of moving or as slow as you need.

Are you aware of any other organization out there that is willing to commit to helping you succeed in life? We hope you remember the value of the effort in time we commit (willing to commit) and provide to you as you progress through the program.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

excellent credit profile

To purchase a home or car with **favorable terms** you need to have a great credit profile. A credit profile is more than just good scores. You may have high scores while having negative items reporting. The age and balances of negative items on one's credit profile can often be factors that keep you from securing approvals for purchases.

The goal of our program is to provide you the guidance you need through **customized credit consultations.** The result in an excellent credit profile.

The actual actions taken to improve your credit profile can vary by person. Most **credit repair companies focus only on removing negative items** which is only one of several strategies you have to deploy.

We provide a plan that may include the removal of some or all negative items from one's profile. We find that blindly disputing every possible item on a credit profile in an attempt to wipe out all negative credit can sometimes be counter productive.

We work with a reputable law firm who keeps up to date with the ever changing legislation on consumer credit rights. In our program you'll have access to your scores in real time and be able to manage what items are being disputed along with the other factors that impact your credit standing.

We provide advice and guidance to help you manage your credit profile properly. It is about education. We want you to learn the fundamentals of money, credit and debt management which are all factors that determine the make-up of a credit profile.

We don't believe in the "**quick-fix**" approach. We believe in taking one's time to properly build a strong credit profile based on education and proper financial management.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

can't put a price tag on free

The word ***free*** in monetary terms means without cost or payment. The home, vehicle or personal development service you purchase is not free. It is important to understand that our program helps you complete these transactions and we help ensure the terms of the transactions are favorable to you.

The help and assistance you receive getting to the point of completing those transactions is **FREE.**

The program and help itself will end up costing you nothing (as long as you do your part). You benefit by having access to "help" preparing for and entering into the transactions.

At no cost to you - enjoy the convenience of working with a team of professionals in one location without having to run around town to figure everything out. Where else can you get help purchasing a home, a car while receiving personal development assistance from people who care without paying huge fees?

Yes, there is a financial commitment called the gfc. But, you have the guarantee that you'll get that back through various types of sponsorship funding and/or government funding.

Those funds will be credited to you by way of equity through down payment, equity through principle reduction, closing costs, home warranty, custom renovation, moving assistance, transportation assistance, and personal development assistance.

You will receive a financial gain that is equal to or greater than what you paid to the Foundation. This means that you are able to participate in the program and benefit from all the assistance, guidance and education for FREE.

When you complete the program(s) you will have gained the crucial information and knowledge needed to enter into purchases more intelligently. You will have superior credit and the knowledge on how to manage your credit as life throws hardships at you. Completing our program is more than just a "**purchase-experience**" - it is about enjoying a program that enables you to purchase from a position of strength and empowerment. Considering the value of knowledge and information combined with the resources we offer; yes, we proudly publish that our programs are absolutely, positively, 100% FREE.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

good faith commitment (gfc) introduction

There's no doubt that buying a home requires a major financial commitment. The question isn't will I have to come up with money, it is how much and for what reasons.

When we first launched our housing program years ago, we realized that most people who wanted to do something about their financial situation just didn't know where to start or how to begin saving money. Everybody knows that the purchase of a home or vehicle requires money down and money to cover costs. The challenge is being able to follow a budget and save money to meet those obligations.

Our **G**ood **F**aith **C**ommitment (gfc) Program was created for our housing, transportation and personal development programs to help you deal with and prepare for the financial obligations and commitments associated to the purchase of a home and/or car.

This overview is designed to help you understand how the money is accounted for while you are in the program and after completing the program.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

funds to close without our program

A buyer is expected to bring their MONEY to the table when purchasing a home or car. The question is how much and where does that money go.

The money brought to a real estate closing is called "**Funds-to-Close**". The amount of funds-to-close a home buyer might need will vary based on factors like the value of the property, the type of loan, and the tax rate for the county the home is located.

Funds to close can be broken down into two figures. (1) the down payment and (2) the closing costs.

The **down payment** is a term used to describe money that is paid by the buyer at the time of closing. The average down payment a home buyer would anticipate saving for the purchase of a home is **$4,000** to **$6,000**.

Closing costs are those transactional expenses that must be paid at the time of closing (not retained as equity). The average amount of closing costs a home buyer would anticipate saving for the purchase of a home is **$4,000** to **$6,000**.

All together a buyer would expect to save **$8,000** to **$12,000** or more to allocate toward a down payment and closing costs.

Let's say for numbers sake that the average home buyer would need to anticipate saving **$10,000** of which **$5,000** would be allocated toward the down payment and **$5,000** would be allocated toward closing costs.

The results: a home buyer would have **$5,000** in equity and would have spent **$5,000** on closing costs a "net" balance of **$5,000** retained by the home buyer.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

funds to close comparison

Let's compare two choices to see which is best for you.

Option #1	Option #2
$10,000 commitment	$10,000 commitment
A buyer would expect to save and then commit at least $10,000 to the transaction. -$5,000 is spent on closing costs $5,000 is retained in equity Option #1 would require you to save and make the same commitment as option #2. You would expend approximately 50% of your commitment on costs and retain 50% in equity.	You commit $10,000 to the We Help Foundation and end up with approximately $5,000 in equity at closing and $5,000 towards closing costs. The same results you would have without our program in option #1 plus the additional financial and intangible gains listed below. $5,000 equity/balance (same as option #1) +$5,000 to $15,000 sponsorship funding +Excellent Credit +Unlimited Consultations for life This option requires the same financial commitment as option #1 but you gain additional financial and intangible benefits. You would increase your financial position by 150% with option #2. Upon graduating from the housing program you will have excellent credit and you will have gained the knowledge and skills necessary to manage your credit profile.

The amounts listed are estimates. The actual amount of funds one might need for a down payment and/or for closing costs could be lower or higher, depending on the purchase price of the property and other variables.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

funding through government programs

In recent years the government has launched an array of housing, urban renewal, and community development programs for state, city and non-profit organizations to deploy. There are dozens of programs with hundreds of millions in funding available for organizations like ours to source for consumers.

> "*We seek to develop viable communities by promoting integrated approaches that provide decent housing, a suitable living environment, and expanded economic opportunities for low-and-moderate-income families. The primary means toward this end is the development of partnerships among all levels of government and the private sector, including nonprofit organizations.*"
>
> **HUD community development statement**

The federal government has several major departments that are required by law to spend a specific percentage of their budget every year toward community development. They offer funding to qualified buyers to help increase the number of home owners which strengthens our communities and improves the well-being of the population.

Our housing program lines up with the federal government's objectives.

Our goal is to help you meet the educational, income, credit and employment guidelines to qualify for government funded programs that can be used toward your down payment **and/or closing-costs** when purchasing a home.

There are several different sources and types of programs with varying amounts of funding. Some may total as much as **$15,000** or more.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

sponsorship funding explanation

Sponsorship funding is the term we use to describe what happens when we secure capital from a sponsor to acquire and renovate the property you select under our community revitalization initiative. Sponsorship funding is also used for new construction projects.

We use a specific formula to acquire or build homes. We leverage the equity in the property you've selected to ensure we are able to return all proceeds that we borrowed from your sponsor back to them at closing. The Foundation will actually go into debt with your sponsor to secure the funding needed to cover the acquisition, carrying costs and renovation costs.

Our goal is to secure **funding through government programs** and **sponsorship** that together will be "**equal to**" or "**greater than**" the amount that you paid to the Foundation.

There are seven (7) methods of sponsorship.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

funding for principle reduction

1. Principle Reduction (up to $5,000 or more)

Reducing the principle amount of the purchase is one of the ways in which we can help you obtain equity in your home. If a property is appraised or valued at $100,000 and we get the purchase price reduced to $95,000, then we are in this example securing $5,000 in **equity funding** for you by reducing the principle purchase price.

Principle reductions could equal as much as $15,000 or more depending on how much funding is received in other areas of the sponsorship process.

Another fantastic benefit to a principle reduction is the fact that it lowers your loan amount causing your monthly mortgage payment to be lower. Over time that can add up to thousands of dollars saved in interest you didn't have to pay.

Here's an example of how a principle reduction might occur:
You complete the program and we source your home. We are at the point where we order the appraisals. There will be two appraisals. Let's say that the contract price is $130,000. The first appraisal comes in at $132,000. The second appraisal comes in at $125,000. We go with the lowest appraisal resulting in a $5,000 principle reduction to your favor.

In this example you will purchase this home that you selected and was custom renovated and right before closing instead of paying $130,000 you end up paying $125,000.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

funding for carrying costs

2. Funding for Carrying Costs (up to $5,000 value or more)

The Foundation will work with your sponsor to secure enough funding to help cover the costs of carrying your home while we wait to close.

Carrying costs can vary in amounts and come from a variety of sources. These carrying costs include but are not limited to expenses like taxes, interest charges, utilities, county, city and/or state assessments and other various costs.

After the renovation is complete, it typically takes up to 60 days to get to the closing table. The longer it takes the greater the carrying costs.

Some of the carrying costs are factored into a budget when we secure it for you. If it takes longer than 60 days then carrying costs will exceed what was pre-budgeted. This is where the additional value of having a sponsor comes in. They usually continue covering those costs on your behalf while we work towards your closing.

The value in sponsorship funding is that we can use your sponsor's funds to cover the costs associated to keeping your home ready for you to purchase.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

funding for a home warranty

3. Home Warranty (up to $1,500 or more)

The Foundation will work with your sponsor to secure funding to pay for the cost of a one, two or three year home warranty. The home warranty covers the entire property with a policy designed to protect you from extraordinary costs for repairs after closing.

We worked so hard to get you to the point of being able to purchase your home. We don't want an unexpected issue like a faulty HVAC system or a leaky roof to cause you financial stress, especially in the first year or two of ownership.

The warranty can be used to repair or replace just about anything in your home. You simply can call an 800 number and the warranty company will repair or replace whatever is defective.

The cost of these home warranties can vary depending on which company is selected and how many years of coverage are selected.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

funding for renovation

4. Custom Renovation or New Construction (up to $5,000 in value or more)

A renovation occurs when a distressed home is **remodeled to like-new condition**. Program participants have the benefit of not only selecting their home and having it completely renovated, but they get to participate in the selection process and preferences of the upgrades and repairs.

In some cases we can go with a new construction project which will also allow the same customization as a renovation.

You can select types and colors on everything from the flooring and paint to brand new appliances. Renovation budgets range from $5,000 to $25,000 or more.

Approximately thirty percent (30%) of the actual renovation is considered to be a direct monetary gain to the program participant.

On a $10,000 renovation that would equal about $3,000 of value for you. On a $20,000 renovation that would equal about $6,000 of value for you.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

funding for moving assistance

5. Moving Assistance (up to $5,000 or more)

Moving can be expensive in more than one way. The moving truck, the movers themselves, the gas, the mileage, it all adds up. Not to mention the loss of income that you experience by taking time off work for the closing and the move itself.

To help address these costs the Foundation can secure sponsorship funding to help you cover these costs.

Not everybody will qualify for this assistance. Moving assistance eligibility is based on variables like your gross household income, the amount of overall sponsorship funding received and other variables such as the type of house, the area, the appraised value, etc.

When funding is available and you are eligible, the proceeds would be paid after closing; approximately a week (up to 7 business days).

The average amount of proceeds paid out to participants for moving assistance is approximately $300. This amount can be greater or less depending on the amount of funding received elsewhere in the transaction. In many cases a participant may not receive any proceeds for moving assistance it is really dependent upon many variables that are identified while completing the transaction.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

funding for transportation assistance

6. Transportation Assistance (at least $2,500 or more)

The purchase of a vehicle can be costly. Similar to the purchase of a home, you must factor costs to acquire the vehicle, conditioning the vehicle for use and then secondary costs like taxes, tag, registration and other required fees.

Enjoy a $2,500 credit toward the retail purchase of a vehicle through participating dealers that support our transportation program on vehicles that are valued at $5,000 or greater. This credit is good toward reducing the principle cost of a vehicle and/or secondary acquisition costs.

Participants may use the credit towards a vehicle when their gfc balance reaches $7,500 as long as the purchase doesn't jeopardize the housing program dti formula. Our advising team will collaborate with you on the best solution for securing reliable transportation both during and after you graduate from the program.

The final purchase price is determined by reducing the retail value of a qualifying vehicle. The retail value will either be the KBB or NADA retail value which is determined by the supporting dealership (not the participant).

Graduates also receive a 10% discount off the retail value for all future vehicle purchases (for-life). Graduates are required to purchase vehicles from participating dealers that support our transportation program.

*Funding for transportation assistance is subject to dealer participation, vehicle eligibility and other variables (see transportation program documentation for more information).

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

funding for personal development

7. Personal Development Assistance (up to $2,500 in value or more)

People who endeavor to improve themselves tend to be happier. What's the true value of knowledge and personal growth? We're here to help you with either your mental or physical well-being.

Many people pay a lot of money to receive inspirational and motivational information. Some authors charge hundreds of dollars an hour and others charge thousands a day.

Fund your gfc and you will enjoy access to our personal development program at no additional charge.

The personal development program is an extension of the advising system with unlimited consultations on all kinds of various topics. This means that our advising team will provide consultations on topics that relate to qualifying for the purchase of a home or car as well as any other topic where you might need guidance.

Topics include but are not limited to all areas of personal growth.

✓Better Relationships ✓Setting Goals ✓Career Advancement
✓Business Ownership ✓Spiritual Balance ✓Losing Weight
✓Understanding yourself ✓Time Management ✓Communication Skills
✓Better Marriages ✓Understanding Personalities

The value of our personal development program is difficult to measure because of the intangible benefits one receives from improving one's mindset or physical well-being. A participant may have one consultation that changes their viewpoint on any one topic and changes their path in life so drastically that the value to them is priceless.

We publish a value of $2,500 but consider that to be a formality to quantify the monetary assignment of value into our gfc program.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

the accountability mechanism

When we first created our programs we figured that if we spend time and energy helping someone that they would naturally do what they're supposed to do and complete the process. We learned quickly that the only way to ensure success was to create **accountability** by giving participants **something to lose**.

In order for you to "**participate**" in our programs you must have your "**money**" as collateral. In order to hold you **accountable** you must commit your money and it must be a significant enough amount to keep you motivated to continue with the process and see it through.

Payments made to the Foundation (gfc payments) are not refundable. That means that you have something to lose if you don't do what you are supposed to do to complete the program. By requiring you to fund **$10,000** we have a mechanism to keep you engaged. You stand to lose a substantial amount of your money should you fail to complete the process. Why would you fail? Failure isn't a result of doing the work. Failure is a by-product of laziness, impatience, poor work-ethic or unrealistic expectations. The only way to offset these inherent flaws in your psyche is to keep you from your money until you achieve your goals and then credit it back to you using various sources of funding to account for it in such a way that you come out a winner in terms of money and personal growth.

We will provide as much information and resources as it takes to help, but you have to put your money on the line in order for the program to work. If there was nothing to lose we find that most people will give-up at the first sign of adversity or difficulty. Ask yourself this question. **Would you go to work if you knew there was NOT a paycheck at the end of the week?** In the same way, the only way we can ensure you complete the process and "**stick-with-it**" is to put your money plus all the other financial incentives on the line, which is the reason there are NO REFUNDS. Accountability can only be enforced if you can't get to your money. If you can't or don't want to put your money up as collateral then you will NOT be able to participate in our programs.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

reducing risk ensures sponsorship

The gfc funding concept is not only critical for motivating you while you're in the program, but it's also an important means to secure sponsorship funding.

Your sponsor is risking a significant amount of capital to purchase and custom renovate your home and then cover the carrying costs while we wait to complete the transaction.

Your sponsor knows that you are locked into the transaction because your gfc, your money is not refundable. If you bail on the transaction you lose your money.

You are motivated to complete the process, making their investment in you **"less-risky".** The gfc program is attractive to would-be sponsors because it represents a safer way to invest their money. We specifically designed our programs to use sponsorship funding to achieve your desired results. Without sponsorship funding most of the aspects of the program would not work.

The gfc program ensures accountability to the program. Without this accountability the Foundation would not be able to solicit sponsorship at the time of sourcing.

We would also not be able to operate the business and support the programs we offer.

We have determined that a financial commitment of **$10,000** is enough to deploy our assistance and services while establishing the accountability mechanism and attracting sponsors.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

budgeting gfc payments

Some might think that it is nearly impossible to save **$10,000**. Don't worry, we got you covered! You do NOT have to have to pay the entire amount **at one time.** Upon enrollment we complete a budget with you examining your income and expenses.

Once we establish that your income is greater than your expenses, we help you setup a savings plan and/or strategy.

If your expenses exceed your income then you are **living beyond your means**. Our objective is to address this behavior and "**condition**" you to live within your means and **save money**.

We address debt and monthly expenses encouraging you to improve your spending habits. We help you reduce expenses to create a gap between your income and your expenses. This gap becomes the source from which you can make small manageable payments (**installments**) to the Foundation.

Over-time you become conditioned to save your money. Once you've funded the full amount required, we encourage you to continue saving money into a savings account that you control. **The ability to save money is a good indicator of a fiscally responsible consumer**.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DIB

Personal Conduct Agreement

By enrolling into the housing program you are entering into an ("Agreement") also known as a ("Contract"). Our organization is bound to that Agreement with you; as are you with that Agreement and us. If you need assistance in understanding any portion of the Agreement you signed or are signing, we are more than happy to re-explain the policies, procedures and general terms of our Agreement, with proper notice.

Our desire to help you complete our program may change for causes you initiate. We understand that we all may experience personal situations that are factors impacting our behavior. However, (per our Agreement), it is our responsibility to hold you accountable to the process.

If you should ever feel like you need to take some time to deal with any personal situations, we understand. Our program is a viable solution to help you attain your goal of home ownership. The savings, benefits and overall value is in your favor and we're here for you should you desire to complete the program. But, to continue to receive our assistance your behavior must always be professional, courteous and respectful.

Agreements are made for a reason, they are instruments that set forth the ("Terms") in which both parties ("Agree") to conduct themselves.

POLICIES ON THREATENING THE COMPANY

Regardless of any ("Situation") you may be experiencing personally, it is NEVER acceptable to threaten any employee, or member of management, hereto referred to as ("us" or the "Company"). The following actions and/or behavior would constitute grounds for a "default" and termination from the program.

Threatening to report "us" to a third-party oversight entity if we do not distribute funds to you, or any similar such demands.

Threatening to sue "us" if we do not distribute funds to you, or any similar such demands.

All of our Agreements clearly state that that the **gfc program** is not a bank account. You can not put money into and take money out of it like a bank account. The Agreements clearly spells out how to secure the benefits of the program and realize a proportionately greater return from funding the gfc program and completing the program properly. Threatening "us" if we do not distribute money to you is not acceptable.

Third-Party Entities include but are not limited to; **Oversight Organizations**: The Department of Business & Professional Regulations (DBPR), the Florida Real Estate Commission (FREC), the State Attorney's Office and the Better Business Bureau (BBB). **Private Parties**: An Attorney or the Media.

It is imperative that you understand the ramifications of your actions and understand how we will respond to you. Our team will document your behavior through various methods and use this evidence to support any actions we take against you. If our team should experience any behavior that is "threatening" in nature then we will respond with the following actions.

First Offense:

We will send you this notification as a reminder and hope that your behavior improves. We are giving you a lifeline and one chance to change your behavior.

Second Offense:

We will terminate you from the program.
We will send this notification out to you and any applicable oversight agencies, along with all agreements and supporting documentation.
We will pro-actively pursue you in a court of law for the billable time we spent with you (as defined in our Agreements), plus attorney's fees and court costs.
If you are unable to pay the various fees then we will pursue a judgment against you which will negatively impact your credit.

PLACE YOUR INITIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

our commitment to you

Together we can do what must be done. Together we will complete this program.

- ✓ The Foundation will keep employed an advising team available to provide you with unlimited consultations.
- ✓ The Foundation will keep employed an advising team to take your calls and return them in a timely manner and keep an open line of communication as much as reasonably possible.
- ✓ The Foundation will keep employed an advising team who will hold you accountable to the process for as long as it takes.
- ✓ The Foundation will keep employed an advising team who can pull together resources and information (when you call and request it).

your commitment to us

- ✓ You promise to do whatever it takes to complete the program and see it through.
- ✓ You promise to seek out assistance from the advising team and complete consultations as needed.
- ✓ You promise to pursue us for information and then apply that information to all relevant aspects of your life.
- ✓ You promise to initiate calls to the advising team and NOT wait for an Advisor to call and to communicate in a timely manner when possible.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Housing Program Vs Real Estate Transaction

What is the purpose of our housing program? It is to help you go from being a renter to a home owner. Can you buy a home when you start the program? No, but you can when you graduate from the program.

Consider the worm that goes into a cocoon and exits a butterfly. When you come into our housing program, you have challenges that we must overcome. You are not prepared or capable to purchase a home.

Our program like the cocoon is designed to change you, make you better than you were before. When you graduate and come out of the cocoon you are different then when you went into the program.

This new you has excellent credit, funds to close and the knowledge to go into a real estate transaction from a position of power. You can spread your wings and fly with confidence!

The reality is the "program" itself is not a real estate transaction. You have to realize that the housing program is a series of actionable steps taken by you and our advising team through consultations that will result in your ability to participate in a real estate transaction (at some point in the future).

The program consists of unlimited consultations that include advice and guidance on credit restoration, budgeting, debt reduction and other financial elements that result in your ability to complete a real estate transaction.

While you are in the program you are not involved with entities like the lender, an appraiser and a title company. These entities and others will be brought into the picture when you complete the program.

Financial aspects like transaction costs and your down payment are aspects of the real estate transaction that become relevant after completing the program. Participation in the program is NOT participation in a real estate transaction.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

The Real Estate Transaction

A real estate transaction is initiated with a **purchase and sale contract, which** sets forth the terms of the transaction including the financial aspects like the **down payment** and **transaction costs**.

The contract lists the **physical property** that is being sold to a buyer. A real estate transaction requires the oversight of a title company who will manage the money between the parties at the time of closing.

The title company is a neutral, third party (the escrow holder, a.k.a. escrow agent) who is responsible for closing the transaction properly. The title company is responsible for accounting for the funds before, during and at the closing.

When you enter the program you are NOT a buyer. The real estate transaction has to include a buyer that has the **ability to purchase** and a seller that has the **ability to sell**. You're not considered a buyer until after you complete the program due to your credit, debt and other issues.

It is important to understand that none of these aspects are applicable while you are participating in the housing program. It is only after completing the program that these elements become relevant.

Completing or graduating from the program is realized when the advising team is able to submit you to a lender and secure an approval to purchase AND all aspects to being able to purchase have been met by you.

Even though the housing program and the real estate transaction are independent of each other, it is critical to know that the housing program is all about setting you up to achieve success with the real estate transaction.

The Real Estate Team

Once we have a lender approval then the sourcing process is initiated with the real estate team.

The real estate team works with the advising team to complete all the **sourcing steps** which will lead to a point where a purchase and sales agreement (contract) needs to be completed.

Only a licensed real estate professional is able to show you homes and complete real estate agreements.

The real estate purchase and sale agreement sets forth the general terms of the purchase which includes but is not limited to: (i) a sales price, (ii) earnest money required by the buyer, (iii) who is paying what closing costs, (iv) the time frames for the transaction, and (v) many other details of the transaction.

The real estate professional preparing the contract will typically use a state approved standard contract. In Jacksonville, the NEFAR purchase and sale contract is used. This is the North East Florida Association of Realtors (NEFAR) agreement.

Our housing program is different in many ways from the traditional retail method of home buying. We have retained real estate professionals to work with you that have been trained on how our programs work. You will be working with real estate professionals that have their licenses assigned to our brokerage firm, which demonstrates their commitment to helping participants that graduate from the program.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

The Down Payment & Closing Costs

Why do you need to put money down? The **down payment** helps ensure you have enough money in the transaction to cover primary and secondary transaction costs and meet the lender's "risk" assessment.

Reduces Lender Risk

If you have enough of your money or equity in the property you are less likely to default on your mortgage which would result in a foreclosure. The lender does NOT want to take your house through foreclosure. Lenders require that you have a down payment because they figure that you don't want to lose your money which is held as equity in your home. As long as you have a significant amount of equity, you are more likely to meet your financial obligations of the loan so that you don't lose that money/equity.

Requirement for FHA Backed Loans

Most buyers will secure a loan that is backed by the Federal Housing Administration (FHA). If you want to use an FHA backed loan you would need to have approximately 3.5% of the purchase price for your down payment.

On a property valued at $100,000 that would equal $3,500.

On a property valued at $150,000 that would equal $5,250. The average buyer purchasing a home valued between $100,000 and $150,000 would be expected to put down $4,000 to $5,000 just to meet the down payment requirement at closing.

Closing costs are another expense that home buyers typically factor into their budgeting and savings expectations.

Closing costs could total as much as $4,000 to $6,000.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Primary & Secondary Transaction Costs

Transaction costs have to be factored into the purchase of a property. You should familiarize yourself with the following primary and secondary transaction costs.

Primary Transaction Costs

- ✓Cost of the property from the Seller (purchase costs)
- ✓Title Transfer Fees (title company)
- ✓Realtor Fees/Costs
- ✓Utilities/Permits
- ✓Renovation Fees /Costs
- ✓Lender Fees/Costs
- ✓County, City, State, Government Fees/Costs

Secondary Transaction Costs

- ✓Title Transfer Fees/Costs (title company)
- ✓County, City, State, Government Fees/Costs
- ✓Mortgage Recording Fees/Costs
- ✓Realtor Fees/Costs
- ✓Appraisal Fees/Costs
- ✓Doc Stamp Fees/Costs
- ✓Warranty Fees/Costs

Primary Transaction Costs are those expenses associated to securing a property on your behalf. These costs include but are not limited to; the cost to secure the property from the seller, title transfer fees and other title company related expenses, realtor fees, renovation costs and any county, city, state or government fees or costs that may be charged to the selling party or in the acquisition process.

Primary transaction costs usually make up about **85%** of the value of the property. After the closing is completed and you take title to the property, approximately 85% of the funds from the retail lender are paid back to the sponsor that put up the money to cover your primary transaction costs.

Secondary Transaction Costs are those expenses associated to when ownership of the property is transferred to you. You can expect the secondary transaction costs to average approximately **15%** of the value of the property. These secondary transaction costs are actually paid out of the funds that come from the lender at the time of the closing.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Funding from Government Programs

Funds that come from government programs are not distributed directly to the organization or the program participant at the **time of closing.** These **funds are disbursed** in the form of equity in the home which equals up to 3.5% of the purchase price or credited toward closing costs.

Closing costs are those one-time expenses such as taxes, lender fees, title agency fees, that you would have been responsible for paying. Our goal is to try and secure enough sponsorship funding to offset both the down payment and closing costs.

Funding distributions and allocations vary per transaction. There is no way to truly know exactly how much is going to be secured and how funding would be distributed or allocated in the transaction at closing until we get to the closing.

Funding from government programs involve multiple types and sources of proceeds. To be eligible for these funds you will be required to complete specific courses on home ownership. You may be required to complete other tasks in order to remain eligible for these proceeds. If your household income is too high or too low, you may not be eligible.

The lenders will require that you bring a minimum of $1,000 to closing. You will also be required to pay for your appraisal fee (approximately $400). These fees are separate from and have nothing to do with the money you placed into the gfc program. The $1,000 payment at closing may be applied to equity or possibly used to offset closing costs (this will be determined at the time of closing).

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

Sponsorship Funding

When you become eligible for sourcing we solicit funding on your behalf from a sponsor. Your sponsor will provide capital to acquire, renovate and carry the property you selected that conforms to our community revitalization program. When the transaction is complete the sponsor receives his/her funding back.

The actual amount of sponsorship funding you may receive is proportionate to the amount you paid into the gfc program in consideration of the amount of government funding that is secured and allocated toward your down payment and closing costs.

If you are not eligible for government funding we can solicit sponsors for funding to cover 100% of your closing costs.

L**enders will not allow us or your sponsor or any party for that matter to make any payments toward your down payment. You will be required to bring your 3.5% down payment at the time of closing**. Our goal is to get you qualified so that we can use government funding to cover all or the majority of your down payment. In many cases we may structure sponsorship funding toward moving assistance as an offset. There are two reasons why you may not benefit from government funding; (i) you may not qualify OR (ii) funding may not be available.

If you are not eligible or there is no funding available then we default to the seven methods of sponsorship funding exclusively.

The Foundation will negotiate on your behalf with your sponsor to ensure you receive a match on proceeds paid into the gfc program. The return on proceeds can come from one or more of the seven sponsorship methods.

It is important to realize that the financial details of a real estate transaction can NOT be determined while you are in the program. It is only after completion of the program and at the time you engage a licensed real estate professional that these financial arrangements can be negotiated on your behalf.

The Foundation takes in gfc funds in good faith under a contract with full disclosure that these funds will be used by the Foundation **to support the operation of the program**.

The contract or "**housing program agreement**" provides the parameters from which you and the Foundation will work together to ensure you complete the program and receive sponsorship funding that matches what you contributed or is greater than what was paid into the gfc program.

The gfc program is not a bank account that you can put money into and take money out of. Program payments are deposited into bank accounts operated by the Foundation and used to support the operation.

Once a payment is made into the gfc program it becomes the property of the Foundation to be used by the Foundation to support the operation. You are responsible for ensuring the Foundation receives program payments in the proper form.

WE DO NOT TAKE CASH. The preferred method of payment is ACH. Automatic Check Debit from a banking institution.

The secondary authorized method of payment is personal checks. Personal checks must be made payable to the We Help Foundation. The check must be dated properly, signed and include "gfc program payment" in the memo. You should receive a copy of the check for your records along with a gfc tracker **as proof of payment**.

It is NOT acceptable for an employee to ask you for cash to convert to certified funds. All funds from you must be tracked or sourced back to your personal bank account for verification of funds.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

Lender Eligibility Requirements

The lender has an underwriting department whose sole job is to scrutinize a buyer to ensure that they have the financial wherewithal to afford and maintain a mortgage. It is difficult to get qualified for a mortgage these days because lenders are more stringent in their underwriting guidelines than in recent years. The lending institutions lose money when they have to foreclose on a property. By having stricter guidelines and requiring a consumer to have higher credit and financial standards they decrease the risk of that buyer defaulting on their mortgage. The program guidelines state that we provide consultations to you and you must take measurable action based on those consultations over-time until we can identify a lender that provides an approval.

The objective is to identify and overcome all barriers to securing an approval from a lender. In order to be submitted to a lender, a purchase and sale contract must be executed with a property selected. Lenders cannot provide a valid and true approval without a NEFAR agreement. NEFAR stands for North East Florida Association of Realtors.

Lending institutions have different underwriting guidelines, overlays and stipulations. One approach for submitting a file would be to go to just one lender. The problem with this approach is that if that particular lender denies the loan, then we have to start all over with another lender. The approval process can take up to a month to complete. Instead, we may submit your file to up to four different lenders at the same time to see which lending institutions can provide an approval first. In scenarios where we do get a denied loan, our commitment to you is to identify what is causing the issue and continue consultations with you until that particular issue or list of issues are resolved and then go back and resubmit. Repeat as often as required and applicable.

The We Help Foundation will provide guidance to you in the “submission” process as many times as it takes until an approval is achieved.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Credit Profile Management

Improving your credit profile is critical to completing the program. A good credit profile is required in order to secure a loan approval. High credit scores don't necessarily mean that a credit profile meets the standards expected by a lender. You may have high scores while having negative items on your profile. The age and balances of negative items on your credit profile can often be factors that keep you from an approval.

You may have a high credit score but if you have one of the following items on your credit profile achieving loan eligibility will require "time". The following items have varying lengths of time requirements that a program participant must adhere to in order to be eligible for a loan.

Bankruptcy: Three to four years.
Short Sale: Three to four years.
Foreclosure: Three to four years.
Repossession: Two years.

The stated time frames are determined by the lender NOT us. These time frames may change and we usually discover changes in these types of stipulations during the submission process.

Our program requires you to improve your overall knowledge competency on everything from managing your credit profile to budgeting and many other general financial aspects with the goal of becoming a home owner.

We work with a reputable law firm who keeps up to date with the ever changing legislation on consumer credit rights. In our program you'll have access to your scores in real time and be able to manage what items are being disputed along with the other factors that impact your credit standing.

It is about education. We want you to learn the fundamentals of money management, accountability and debt management which are all factors that determine the make-up of a credit profile.

Credit inquiries can lower your score. A credit inquiry is a notation on your credit that someone has requested your credit profile. Two types of inquiries may appear on the report. The first is a "hard" inquiry that can impact your credit score and the second is a "soft" inquiry that doesn't. When you pull your credit report, you can see both. Creditors can only view hard inquiries.

Inquiries don't count as much as payment history, revolving utilization and other factors that contribute to the calculation of a credit score.

A single inquiry typically impacts the score by one to five points. The actual impact of an inquiry can vary according to your credit history. If you have few accounts or a short credit history, inquiries can cost more points. The amount of points deducted may not be the same for each additional inquiry, as they might be scored in ranges. There is a certain threshold that the consumer could max out on when it comes to numerous credit checks causing your score to drop.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Hard inquiries stay on credit reports for two years, but the length of time they impact the score depends on the scoring model used. Multiple inquiries generated when rate-shopping for a mortgage, auto or student loan are consolidated by credit scoring models when done within a certain window of time. The FICO scoring model ignores mortgage, auto and student loan inquiries in the 30 days prior to scoring. Mortgage, auto and student loan inquiries older than 30 days are lumped as one inquiry whenever they fall within a 14-day span. Newer versions of the scoring model count the shopping period as any 45-day span while others lump such inquiries that occur within a rolling 14-day window as one inquiry.

Debt settlement and reconciliation is another key factor in your credit profile. Sometimes you will need to payoff specific debts, while other debts we may recommend that you avoid paying off and rather dispute and remove from your credit profile. You will have the opportunity to receive customized consultations that show you how to communicate with debtors to realize long-term improvements for a credit profile.

We don't believe in the "**quick-fix**" approach. We believe in taking one's time to properly build a strong credit profile based on education and proper financial management techniques.

Our Advising team will be able to provide additional guidance and suggestions specific to your individual credit profile.

In addition to boasting an excellent credit profile, there are several other factors a program participant must consider when completing our program and qualifying for a mortgage. These factors include; (i) understanding what PITI payments are and how they impact their budget, (ii) understanding what reserves are, and (iii) understanding what a Debt-to-Income ratio is and how it impacts purchasing power.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

PITI Explanation

PITI (pronounced like the word "pity") is an acronym for a mortgage payment that is the sum of monthly **p**rincipal, **i**nterest, **t**axes and **i**nsurance.

PITI is the sum of the monthly loan service (principal and interest) plus the **monthly property tax payment**, **homeowners insurance premium**, and [when applicable] the **mortgage insurance premium** and **homeowners association fee**.

Almost all mortgages, especially FHA and VA based loans; escrow and include property tax payments and homeowners insurance premiums as part of the monthly mortgage payment,

PITI represents the monthly "**bottom line**" of what they call the "mortgage payment" (although actually, in more precise terms, it is a combination of several expenses wrapped together into one payment).

Program participants can go to our website and click on the financial calculator link to learn more about what their qualifying PITI payments might be as well as their purchasing power.

Program participants can also spend time with the advising team through consultations to learn more about the PITI payments and how the PITI payments may impact their over-all budget.

The final PITI estimate will come from a licensed mortgage professional at the point where you are being submitted to a lender for an approval. At that time, that loan officer will give you the most accurate representation and good faith estimate based on your financials at that time.

What are Reserves?

Lending institutions require buyers to have two to three PITI payments **reserved** in a verified bank account in order to receive an approval and clear to close.

The reserve shows that the borrower could continue to pay his/her monthly payment for several months even if his/her income was **temporarily interrupted**.

This reduces the risk of an early default making the borrower less of a risk. The funds must be saved in a bank account that has your name on it. The bank account will be verified by the lender once you go into underwriting.

For example, if a mortgage lender requires 2 months' worth of PITI funds to qualify for a specific loan, and the PITI payment for the loan equals $1,000/month, the borrower must document and prove they have at least $1,000 x 2(months) = $2,000 in funds prior to closing.

The reserve funds must be in the borrower's bank account at least thirty days prior to closing and remain in the account until the funds can be verified through until closing.

Some lenders may require the reserve funds to be in your account 60 days. Because the lender determines this time line, it would be smart to just setup a savings account.

This will fit into our gfc savings and budgeting strategy. When you do your budgeting worksheet and planning strategy at enrollment we will allocate 25% of your positive differential each month toward your reserves.

Acceptable verifiable accounts include VODs (Verification of Deposit), checking accounts, savings accounts, 401k and other retirement plans, and stocks. Reserve requirements will vary slightly per lending institution. Typical reserve requirements are 2 to 3 months PITI payments.

Debt to Income Ratio

Another factor that helps lending institutions evaluate the financial stability of a buyer is a formula by which they compare one's **debt to their income**. This produces a **debt-to-income** ratio (DTI ratio).

The DTI ratio is a financial health indicator. It is what the lending institutions use to determine a buyer's ability to manage debt.

There are two DTI ratios. They are expressed as a pair using the notation x/y (for example, 28/36).

The first DTI ratio [**the front-end ratio**] indicates the percentage of income that goes toward **housing costs**, which for renters is the rent amount. For homeowners it is the PITI payment.

The second DTI ratio [**the back-end ratio**] indicates the percentage of income that goes toward paying all recurring debt payments, including those covered by the first DTI ratio, and other debts such as credit card payments, car loan payments, student loan payments, child support payments, alimony payments, and legal judgments.

Most program participants will be receiving an FHA backed loan from a lender. FHA backed loans typically require a DTI ratio of **31/43**.

As an example, let's say the annual gross income of the program participant is equal to $45,000. Divide that by 12 = $3,750 per month of income.

- $3,750/mo x .31 = $1,162 **allowed for housing expense**.
- $3,750/mo x .43 = $1,350 **allowed for housing expense + recurring debt**.

There are other types of loans that some participants may secure for financing. Conventional loans typically require a DTI ratio of 28/36. VA backed loans typically require a DTI ratio of 41/41 and USDA loans require 29/41. The goal of the program is to help a participant keep their DTI ratio **at 31/38 or lower**.

Here's another more simplistic way to look at your debt-to-income scenario. Let's say your household income is $83,000 per year or $6,916 per month. Let's say the mortgage payment is $1,350/mo, the car loans total $365/mo, minimum credit card payments are $250/mo and student loans add up to $300/mo. That equals a recurring debt of $2,265 a month. Divide the $2,265 by $6,916 and that produces a DTI ratio of 32.75%. Using this calculation method is one way to quickly determine whether the ratio is high or low. As long as the DTI ratio is 36% or less then this eligibility requirement should be acceptable for a loan qualification.

If the amount of debt is too high resulting in a high debt to income ratio, then you have to make a choice.

Option #1: Increase your income to improve the ratio.
This option is typically not available unless you add another income earner to the mortgage. But, the new income earner's debt will also be added to the formula.

Option #2: Decrease your purchasing power.
We can lower the mortgage payment which lowers the ratio. A lower mortgage means you are buying less of a house. For many, this is frustrating because you have your heart set on that neighborhood, that style of home, and now you have to drop down to a property that is typically smaller and less expensive. The quality of the property is less and therefore the overall purchase is less attractive.

Option #3: Decrease your expenses and debt.
If you have less debt and expenses then your ratio will improve. Our strategy while you are in the program is to pay down your debt over time while we work to improve your credit profile. This is but one of many reasons why it may take you a year or more to be able to complete the program.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Transportation Program Options

The monthly debt payment for a vehicle will absolutely impact your DTI ratio. To help ensure you achieve your goal of home ownership we created a transportation program designed to give you favorable terms that help reduce or eliminate your debt expenses.

To ensure you have the best chance at purchasing the highest quality home in terms of **size, location and amenities** we have to consider your monthly car payment. When you enroll in the program we have to create a plan based on the following options and strategies you select.

Option #1: Pay your current vehicle debt off

If you already have a vehicle payment before enrolling into the housing program we will structure your time-frames in the program to encompass a graduation time-frame around the payoff of your vehicle debt.

This may extend the time-frames of the program but ensure greater success when it is time to enter into the real estate transaction. If you don't have a vehicle or any debt tied to transportation then you should consider option #2 or #3.

Option #2: Avoid a purchase altogether

The goal is to complete the program, graduate without any debt going into the real estate transaction. The challenge with this strategy is that you need transportation to get back and forth to work, etc.

If you are blessed with having transportation that has no debt tied to it, then all you have to do is keep it that way and avoid incurring any purchases that create any debt until after you close on your home. If you can hold out until you complete the purchase of your home then you will have a credit of at least **$2,500** waiting for you to use toward the purchase of a vehicle from a participating dealer. You'll be able to select a used but reliable vehicle and receive **$2,500** off the retail price of that vehicle. You'll have excellent credit so we will help you secure a low interest rate loan at that time on the difference (plus tax, tag, registration and other standard fees).

Option #3: You can go cheap now

You could purchase an extremely cheap vehicle from a participating dealer now and delay the purchase of a nicer vehicle until after you close on your home. We can arrange for you to secure a cheap but reliable vehicle for let's save a few thousand dollars. You need to have the funds for this cheap vehicle now.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

The Sourcing Process

In order for a program participant to initiate the sourcing process they must meet the following criteria to be considered "**eligible**".

1. A program participant must fund the gfc program completely. The gfc program requires that the program participant make payments that collectively equal $10,000.
2. A program participant must improve their credit score to a point at which all three beacon score are at **640 or higher**.
3. A program participant must ensure their DTI ratio meets a ratio of 23/38.
4. A program participant must complete all computer based educational courses.
5. A program participant must complete any third party educational courses required to secure third party funding.
6. A program participant must receive an approval by a lender.

Once the above listed tasks have been achieved by the program participant then we initiate the "**Sourcing Process**" (see sourcing program disclosures). There's an extensive sourcing process involved which is explained in our **sourcing-disclosures**. This overview explains everything in the sourcing process from the formulas and budgets used to make the transaction work, to the timelines involved. There are a lot of project costs to consider, from renovation costs, buyer and sellers closing costs, carrying costs, realtor fees and interest returns to the seller. All of these costs and the entire process are explained in greater detail in the **sourcing disclosures**.

In some cases program participants can **rent to own** a property under a "**residential rental agreement**" and a "**lease-option agreement**" for a short period of time until the purchase is complete.

When the program participant completes the purchase the capital that was borrowed by the Foundation from the sponsor to acquire, renovate and carry the property is returned to the funding source which is often re-allocated to sponsor another program participant.

Program Completion Time-Frames

In the state of Florida valid contracts should have a time-frame or "term" which is the label used to describe references to time. Contracts are supposed to have a clear starting and finishing point (a beginning and ending time-frame). Our Agreement with you is for a 60 month or five-year term.

We believe this to be a reasonable amount of time to help you achieve your goals and complete our program. If you go past the five year term that doesn't mean the Agreements between you and the Foundation are no longer valid.

It simply means that the time-frame we assigned to the process ended and we would need to simply complete a new agreement for another five year term.

The **expiration of the term** doesn't mean that you lose your contractual **right to the third party sponsorship funding** or any other monetary benefit of the program.

Should the term expire, you are responsible for contacting the Foundation and requesting a consultation to complete all new program agreements with the same program parameters and benefits with a new time-frame.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

Unlimited Consultations

There is NO limit to the number of consultations you can receive from our advising team. We've built a comprehensive educational system designed to distribute a significant amount of information to program participants in manageable increments to ensure program participants gain the knowledge needed over-time.

At some point you will be asked to participate in computer based educational courses that are designed to distribute information through a self-paced system that presents information and then tests the user on that information while tracking the user's progression.
The content of the computer based educational courses include everything from understanding our programs to specific courses on credit, lending and real estate.

Program participants are required to complete all computer based educational courses and failure to complete them could result in termination from the program.

Program participants are responsible for calling and scheduling consultations with the advising team. The advising team is not required to contact program participants to remind them to complete consultations, courses or sessions.

Program participants may be required to attend and complete third party programs which are provided by entities or companies that are affiliated with our program.

Failure to complete a third party program when instructed to do so could result in termination from the program.

Program participants are responsible for gaining measurable results from this program and applying said information to their financial decisions.

"Win" for YOU the program participant:
Sponsorship funding offers seven different methods **equal to or greater than** the funding paid into the gfc program.

"Win" for the sponsor:
When you complete the purchase your sponsor will receive their interest profit and is reimbursed for the acquisition of the distressed property, the renovation of that property and any upgrades and carrying costs associated to that property.

"Win" for the retail lender:
The lender has an educated and fiscally responsible borrower who is motivated. They have a borrower that understands the benefits of owning versus renting and appreciates having the opportunity to receive a loan to purchase a home. They have a borrower that is not likely to default because they better understand how to manage their money, their bills, debt and responsibilities.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

GENERAL AGREEMENT

I/we understand that the term of this Agreement shall commence as of the date first listed next to my/our signature in this Agreement and shall continue in full force and effect for the full term of 60 Months with an option by the parties to renew every 60 months until I/we graduate from the program (subject to this Agreement).

I/we understand that all rights and obligations of this Agreement will extend through to the date that I/we complete the program and purchase a home unless otherwise terminated by the Foundation for cause (defined in this Agreement). I/we understand that the term of this Agreement is subject to the completion of the program.

I/we have read and understand the content and information found in the housing disclosures, the sourcing disclosures and sourcing Agreement. **I/we have been given the opportunity to read these documents and have been given adequate time to review all supporting documentation on the program prior to enrolling into the housing program.**

I/we understand that as long as program payments are being made as Agreed upon and outlined in this Agreement the Foundation shall be responsible for the reasonable cost and expense associated for the time, effort and material costs incurred for providing guidance and assistance in completing the program.

I/we understand that in no way is the Foundation coercing me/us to enroll into the program, but rather I/we desire to take advantage of the help and assistance that is available from the housing program and the Foundation.

I/we understand that the Foundation is agreeing to provide its ("Services") in "good-faith"; gaining access to the Foundation's resources to help overcome the applicable challenges that are keeping me/us from home ownership.

I/we understand that the program objective is to overcome several potential challenges that may include but not be limited to; (i) the resources and accountability required to complete the program, (ii) the information and assistance required to improve or restore my/our credit profile, (iii) the information and assistance required to manage money and budget most effectively.

I/we understand that in order to maximize the features and benefits of the program I must be proactive in pursuing solutions to any challenges that are keeping me/us from completing the program.

I/we understand that a major key to my/our success in the program is: (i) understanding where I/we stand as I/we enter the program, (ii) understanding what my/our goals are and (iii) understanding how to best achieve my/our goals. I/we understand that I/we will be required to complete a "goal tracker" to identify the benefits of home ownership to stay motivated to do what I/we have to do to complete the program and achieve those goals.

I/we understand that after completing the enrollment process it is my/our responsibility to call the Foundation to schedule secondary follow-up consultations by phone or in person. I/we agree to provide any documentation requested of me/us by the advising team or any authorized secondary personnel.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

ADVISING TEAM POLICIES

I/we understand that the Foundation is responsible for providing access to an **("advising team")** which consists of multiple advisors who are responsible for helping me/us complete the program (including all courses and consultations).

I/we further understand that during my/our tenure in the program the Foundation may need to re-assign advisors to me/us and I/we agree to work continuously with each advisor with the same commitment as the previous.

I/we understand that I/we must (i) report to, (ii) communicate with, and (iii) follow the guidance of the **("advising team")** whose responsibility is to communicate on my/our behalf with **("Secondary Support Personnel")** which may consist of but not be limited to one or more: (i) loan officers/processors, (ii) underwriters, (iii) credit officers, (iv) real estate professionals, (v) sponsors, (vi) appraisers, (vii) title agents, (viii) members of management, (ix) contractors, (x) affiliates of the Foundation.

I/we understand that communication with secondary support personnel may only occur (i) if the advising team has instructed me/us to do so, (ii) if the advising team is involved in the communications; (iii) all communications are transmitted back to the advising team. I/we understand that I/we may be terminated from the program if I/we do not follow these communication protocols with secondary support personnel and the advising team.

I/we understand that I/we desire the council, advice and assistance ("Services") of the Foundation. I/we understand these services include but are not limited to the advising team for unlimited consultations and educational courses.
I/we understand that I/we must follow the suggestions, recommendations and general advice given to me/us by the advising team in order to continue receiving assistance and services. I/we shall in "good-faith" follow the guidance and instructions of the advising team until I/we complete the program.

I/we understand that it is my/our responsibility to make ongoing contact with the advising team to seek out suggestions and guidance and general advice. I/we understand that it is NOT the responsibility of the Foundation and/or the advising team to chase me/us down or call me/us to progress in the program as that is my/our responsibility.

I/we understand that outside of this program, I/we would be required to seek the counsel of independent parties such as a real estate agent, a mortgage or loan officer, and a credit officer in order to become a home owner. I/we understand that outside of this program, I/we would have to figure out how to bring these independent parties together to navigate the time-consuming process of becoming eligible to purchase a home.

I/we understand that outside of this program, I/we would have to demonstrate the self-discipline required to connect all the moving parties together and perform all the actions required in order to become eligible to purchase a home.

I/we understand that having access to an advising team is a benefit because I/we have a team working together on my/our behalf, saving me/us the time and effort to figure it out on my/our own. I/we recognize this is a great solution provided to me/us by the Foundation to help me/us navigate the often difficult and time-consuming process. I/we would agree that without this solution the odds of being able to become a home owner would be significantly low.

I/we understand that outside of this program, I/we would not have an accountability-system and support structure that is available to me/us through this program. I/we understand and appreciate the value of being accountable to the program.

I/we understand I/we may be required to participate in group training sessions and agree to behave in a manner that is conducive to the learning process (professional and polite).

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

I/we will not take for granted the time, energy and effort provided to me/us by the Foundation and the advising team, which may include but not be limited to; (i) the time provided in preparing for and delivering consultations and computer based educational courses, (ii) the time provided navigating the various secondary support teams on my/our behalf.

I/we understand that the advising team is available to me/us to participate in educational consultations and specific educational courses. I/we understand that it is my/our responsibility to complete **computer based educational courses, sessions, workshops or consultations** in order to graduate from the program.

I/we understand that the purpose of educational consultation is to streamline the process of distributing information and knowledge on everything from understanding the program itself to specific courses which may include but not be limited to; (i) credit, lending and real estate, (ii) home ownership terms and definitions, (iii) home ownership responsibilities, (iv) mortgage basics, (v) mortgage and real estate documents, agreements and contracts. I/we further understand that the Foundation may provide information on these various topics through one-on-one consultations that may or may not include the dissemination of information through a computer.

If the advising team encourages me/us to complete computer based educational courses, I/we agree that I/we will do so in a timely manner and in the order in which they are intended. I/we understand that it is my/our responsibility to contact the Foundation to schedule and complete all computer based educational courses. **I/we further understand that the Foundation is NOT responsible for tracking me/us down or calling me/us to try and get me/us to complete consultations or the computer based educational courses or the program, because this is my/our responsibility.**

I/we understand that I/we must attend and participate in any educational sessions that are deemed necessary to complete the program which may include completing **third party programs**. I/we agree to complete third party programs when advised by the advising team. I/we understand that failure to complete third party programs when instructed to do so by the Foundation and/or advising team may result in termination. I/we understand that it is my/our responsibility to be present and in the room when information is being given in order to be considered ("Present") and accounted for.

I/we agree to limit questions of a personal nature during group sessions and avoid causing distractions. I/we understand that I/we will have access to the advising team for advice and support outside of group settings for one-on-one consultations which will better provide the proper circumstances for asking questions.

I/we understand that only ("active") program participants are allowed to participate in the learning system which includes consultations and access to the computer based educational courses. I/we agree NOT to bring outside parties into any sessions without express permission from the Foundation. Program participants may bring their spouse into consultations or computer based educational sessions.

I/we understand that the information provided to me/us during consultations or computer based educational sessions are important and as such distractions such as children are strictly prohibited. I/we agree to secure child care services and will not bring children of any age to any sessions where participation is expected and it is a necessity to internalize information from consultations or computer based educational sessions.

I/we understand it is my/our responsibility to attend and complete any and all consultations or computer based educational sessions and complete all testing. I/we understand I/we must achieve measurable results by applying what I/we learn from consultations with the advising team, the computer based educational courses and any other recommended and applicable third party resources for information.

I/we understand that continued participation in the program requires: (i) participating in any computer based educational course that may be offered, (ii) reviewing and understanding future versions of this Agreement and (iii) completion of several specific program forms and documents required to move forward in the program.

I/we understand and give permission to the We Help Foundation to record any and all interactions whether in person or by phone. I/we understand that recording consultations will provide all parties with a clear and precise reference point to ensure all parties remain on the same page.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

CREDIT PROFILE MANAGEMENT

I/we understand that as long as regular payments into the gfc program are being made as agreed upon and outlined in this Agreement, the Foundation shall pay the reasonable cost and expense associated for the time, effort and material costs incurred for providing guidance and assistance for **Credit Counseling** (including the hard cost of pulling my/our credit report), so I/we can complete the program.

I/we understand that the Foundation, and advising team, will NOT be performing ("credit repair"). I/we understand that the Foundation may refer me/us to a reputable law firm to initiate the removal of negative items from my/our credit profile. I/we agree to actively participate in the removal of negative items when recommended and agree to follow the plan provided by either our advising team and/or the third party we recommend that you use.

I/we understand that it is my/our responsibility to **schedule credit consultations** with the advising team who will provide the assistance and guidance I/we need on how to responsibly manage and build credit over time. I/we understand that the Foundation will be providing assistance and knowledge from a collaborative team of credit and financial experts who all want to see me/us maximize my/our credit potential. I/we understand that I/we will be learning all about credit and lending laws so that I/we can implement long-term strategies to improve and then manage my/our credit and financial obligations.

I/we understand that fee(s) are charged by a credit reporting agency to obtain my/our credit report and therefore will only be pulled when deemed necessary by the Foundation or the senior advising team to check the progress and status of my/our credit profile.

I/we understand that the advising team may provide debt settlement assistance and advice to me/us. I/we understand that if my/our debt is impacting my/our DTI ratio that it is my/our responsibility to secure settlement closures in order to resolve any DTI issues.

I/we understand that the advising team (if applicable) will be providing information on how to budget money, manage debt as well as other financial advice and educational information and I/we agree to internalize this information and implement it to the best of my/our ability.

I/we understand that with the guidance and oversight of the advising team, I/we might be required to dispute specific items on my/our credit profile. I/we understand that this means I/we may have to work with the advising team or any third party agency to send letters and notifications to credit reporting agencies to delete obsolete, incorrect, inaccurate or misleading information from unknown or unverified sources reporting on my/our credit profile or from data not in compliance with statutes, for items reported as inaccurate or incomplete.

I/we understand and agree to manage my/our credit profile better and I/we agree that I/we will NOT create new credit challenges as doing so would be counter-productive and delay my/our ability to complete the program and qualify for a loan. **I/we understand that if I/we do create new negative credit after enrolling into the program that I/we may be terminated from the program.**

I/we understand that if it is determined that I/we need to dispute specific items, the process is typically not quick and may take extended periods of time to complete properly. I/we understand that the average time for removal of incomplete or inaccurate items on my/our credit profile may be as little as 1 to 3 months and for major items 3 to 6 months or longer.

I/we understand that contacting the Credit Bureaus or credit reporting agencies is strictly prohibited unless instructed to do so by an advisor that has been given authority from a senior advisor.

I/we understand that contacting creditors or paying off any debts is strictly prohibited unless instructed to do so by the advising team. I/we understand that I/we must secure approval from the Advising team before making payoffs.

I/we agree to supply the Foundation with all the information pertaining to my/our identity, credit status, debts and payments that I/we may possess or that may be revealed by a third party reporting agency. I/we hereby affirm that all information furnished by me/us and statements made to the Foundation to date, are true and accurate, to the best of my/our knowledge.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

21 HOUSING PROGRAM DISCLOSURES & AGREEMENT

I/we understand that there is no warranty or guarantee of credit improvement or debt elimination and that I/we may have to re-dispute an item that has previously been removed.

I/we understand that there are many factors that impact my/our credit score/profile. I/we understand the objective is to improve my/our credit profile so that I/we can qualify for a loan and purchase a home. I/we understand that the improvement process will depend on the number of negative items that need to be disputed, my/our ability to make payments on time, my/our level of indebtedness, the age of accounts listed on my/our profile, the pursuit of new credit as well as any other factors discussed and identified in consultations.

I/we understand that the Foundation shall not be liable in any manner for any loss or injury resulting from obtaining, compiling, and communicating information on my/our behalf in an effort to help improve my/our credit report or information, on my/our credit profile. I/we understand that the Foundation shall not be liable to me/us for loss or delay in the production or transmission of material from me/us to a credit reporting agency.

I/we understand that the dispute process and credit building process takes time and that the only way to verify positive results is to pull my/our credit report/scores from a credit reporting agency.

I/we understand that information relating to my/our credit profile shall be strictly confidential. However, I/we agree to hold the Foundation harmless on account of any loss, injury, damages, or claim that may result from any disclosure of personal information to any credit reporting agency or to any person who has extended credit to me/us in the past or with whom I/we have made application to obtain, establish or use credit. I/we understand that my/our scores may go up or down until the dispute process is completed and up to 60 days afterwards.

I/we understand that the Foundation makes no claims of its ability to make any direct changes in my/our credit profile, by contract right or computer access (i.e., "hacking"), or any right to access the files of any credit reporting agency to improve creditworthiness. I/we understand that the Foundation has not claimed to be in any way an agent of or contractor for or affiliated with a credit bureau, i.e. EQUIFAX, EXPERIAN, TRANS-UNION or a credit reporting agency.

I/we understand that the Foundation shall not, and cannot, accept any responsibility for payment of a bill or debt for debt settlement assistance. I/we understand the advising team may provide information on how to successfully complete settlement activities for any debt settlement negotiations, agreements, payments and results and it is my/our responsibility to honor any settlement payments.

I/we understand that it is my/our responsibility to co-ordinate with the advising team to review my/our credit profile which may or may not include information found on public record. I/we understand that I/we may be terminated from the program if I/we do NOT disclose any items that are not reported on my/our credit profile (as indicated on public record or any other source).

I/we understand that a tri-merge credit report will be reviewed with me/us by phone (or in person if so directed by the advising team) which will include information from the credit bureaus and from public record and at that time there should be no negative items other than those disclosed by me/us to the advising team.

I/we understand that the Foundation shall take all reasonable precautions in the securing, changing, correcting, compilation and furnishing of credit reports and information, and the restoration of my/our credit position or standing, under this Agreement, in compliance with the requirements of the Federal Fair Credit Reporting Act and any other federal or state laws regulating the compilation, furnishing and/or correction of credit reports (including Florida Statutes, Chapter 817, and Title 15 U.S. Code, Sections 1679 and 1681). It is understood that disputes must be reasonable, accurate and factual.

I/we understand that to improve my understanding of the credit rating system I/we should; (i) research and review the “Statutory Consumer Credit Rights Notice (Federal and State Law)" and (ii) use all available resources including the internet to become familiar with the credit rating system.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DIB _____

FINANCIAL OBLIGATIONS AND COSTS

I/we understand that the **gfc program** requires a financial commitment of exactly $10,000.

I/we understand that an ("**installment plan**") is available for funding the gfc program over-time. I/we understand that I/we will be required to follow a budget for making installments and payments into the program (program payments).

I/we understand that outside of this program, I/we would be responsible for securing the appropriate money required to complete the purchase of a property which will include, but not be limited to buyer's **closing costs** and **down payment**. I/we understand that the Foundation shall endeavor to solicit and help me/us secure third party funding to cover the majority of the "funds-to-close" needed as long as I/we follow the program as intended and complete the payments into the gfc program.

I/we understand that ("**closing costs**") are required to complete the transfer of ownership of a property. I/we understand that closing costs are separate from the purchase price and the down payment. I/we understand closing costs are my/our responsibility and that the Foundation in no way can guarantee that closing costs will be paid by any party. I/we understand that the Foundation has a sponsorship program which may result in my/our closing costs being accounted for through sponsorship funding from sources like a sponsor and/or grant or government/state funded programs.

I/we understand that a ("**down payment**") is a separate financial obligation from closing costs that is required by all lending institutions in order to purchase a home. I/we understand that down payment requirements will vary depending on the type of loan program selected. I/we understand that if I/we want to secure a type of loan that requires a higher down payment than what is available from a third party funding source it is my/our responsibility to continue making installments (payments) into a separate personal banking account until such time that the higher amount is achieved. I/we understand that ineligibility for government funding after completing the program will require me/us to pay a down payment of no less than 3.5% of the purchase price at the time of closing (Federal Housing Administration requirement). I/we understand that if I/we do qualify for government funding that I/we will be required to bring no less than $1,000 to closing.

I/we understand the ("**down payment**") represents the amount of money a buyer would bring to closing to the purchase a property, the difference between the sales price and the mortgage or loan amount. I/we understand that the gfc program is **not a down payment program**. I/we understand the definition of a real estate transaction and agree that **participation in the program is NOT participation in a real estate transaction**.

I/we understand that program payments are NOT designated for a particular house or property. I/we understand that any payments made into the gfc program before I/we graduate are NOT considered to be associated to a down payment or real estate transaction. I/we understand that the gfc program constitutes the financial commitment to this program and the Foundation - not a particular house.

I/we understand that payments into the gfc program are paid to participate in the program. I/we understand that program payments **are NOT escrowed** (saved in an account). I/we understand that the gfc program supports the operation of the Foundation and that payments thereof are being secured through contracts and Agreements like this one. **I/we understand that once a payment has been submitted the funds are not available to me/us as they will be deposited into a Foundation governed banking account for the sole purpose of supporting the program.**

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

23 HOUSING PROGRAM DISCLOSURES & AGREEMENT

I/we understand that the expiration of the term of this agreement does not constitute access to the gfc program or funds thereof. I/we understand that program payments into the gfc program become the property of the Foundation once they have been received and processed by the Foundation and said funds are used to operate the program.

I/we understand that enrollment into the program requires an initial payment of at least $500.

I/we understand that the Foundation shall endeavor to secure third party funding that is equal to or greater than the amount that I/we have paid into the gfc program.

I/we understand that as long as gfc payments are being made as agreed upon and outlined in this Agreement; the Foundation shall cover the reasonable cost and expense associated for the time, effort and material cost to provide consultations, computer based educational courses, resources and support to me/us until I/we graduate from the program. I/we understand that if I/we stop making installments, or payments into the program (as agreed) that the advising team may suspend consultation services (support) until I/we get back on track with program payments.

I/we understand that the purpose of the gfc program is to: (i) establish an accountability mechanism sufficient enough to warrant the deployment of our assistance and services and (ii) secure third party funding to help account for transaction costs at the time of closing.

I/we understand that if I/we don't complete the program that I/we will not receive any proceeds from the gfc program under any circumstances. I/we understand that this strict policy on accessing the gfc program is motivation to complete the process and the program.

I/we understand that I/we may be required to make additional payments in order to facilitate the terms of an ("option to purchase contract") or a ("purchase and sale contract") for the express purpose of completing the purchase of a property. I/we understand that in cases where additional proceeds may be required in order to complete a closing transaction the amount will vary and may be based upon guidelines provided by a third party lender and it is my/our responsibility to save any additional proceeds required in a personal bank account that can be verified (separate from the gfc program).

I/we understand that the gfc program is not a bank account and that I/we cannot put money into the gfc program and then take money out like a bank account.

I/we understand that program payments are deposited into bank accounts operated by the Foundation and used to support the operation and maintain the program.

I/we understand that once a payment is made into the gfc program it becomes the property of the Foundation to be used by the Foundation to support the program.

I/we understand that the Foundation does NOT take cash and the preferred method of payment is by personal check. I/we understand that it is NOT acceptable for an employee to ask for cash for any reason.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: ___EP___ ___DTB___

TRANSPORTATION PROGRAM POLICIES

I/we understand that once I/we have achieved a balance of $10,000 that I/we will have access to the $2,500 credit off the retail value of a vehicle. I/we understand that I/we will receive a 10% discount off retail purchases after the first purchase and credit has been applied.

I/we understand that it may be in my/our best interest to delay that purchase until after I/we complete the program and purchase a home (as the program dictates). I/we agree to work with the advising team to make an intelligent decision on the purchase of a vehicle and will avoid creating a debt on a vehicle that will impact my/our dti ratio.

I/we understand that the credit of $2,500 is good toward the retail purchase of a vehicle from a participating dealership only.

I/we understand that the credit of $2,500 will be deducted off the retail value of a used vehicle whereby the over-all value of that vehicle is determined to be $5,000 or greater.

I/we understand that I/we will be responsible for securing a loan from a third party lender for the difference due on the vehicle I/we purchase less the credit plus taxes, tag, registration, DMV fees and standard dealer fees.

I/we understand that the retail value of a vehicle can be determined by many evaluation or appraisal sources. I/we understand that the supporting dealership will use either Kelly Blue Book (kbb), Edmunds OR NADA as value guides and it will be at the supporting dealerships discretion as to which of these value guides is used when determining the retail value of the vehicle being purchased.

I/we understand that I/we will be required to review and execute the transportation program documentation, which will include disclosures, agreements, and other relevant and applicable paperwork.

I/we understand that in some cases the credit I/we receive may be increased as a result of the funding obligations from the Foundation to me/us and that any such increase would be determined after I/we close on my/our home. I/we further understand that the extent of an increase in a credit is subject to approval from both the Foundation and the supporting dealership.

I/we understand that if the supporting dealership does not have a vehicle that meets my/our particular preferences, price points or amenities, that I/we can request and participate in the sourcing and purchase of a vehicle from an auction with the understanding that the dealership will assign me/us a representative to oversee and facilitate the transaction.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

TERMINATION POLICY

I/we understand that I/we may be terminated from the program if one or more of the following occur.

I/we understand that if I/we don't follow instructions properly for any part of the program and it is clearly determined that as a result of not following instructions I/we am not able to qualify for a loan within a reasonable time frame then I/we may be terminated for Non-Performance or failure to follow instructions.

I/we understand that if I/we don't return response letters from the Credit Bureaus to the advising team (or third-party agency when applicable) immediately upon receipt and it is determined that credit improvement was delayed as a result, that I/we may be terminated for Non-Performance or failure to follow instructions.

I/we understand that if I/we don't communicate (when requested) in a timely manner, miss scheduled appointments, don't return calls or electronic communications, or otherwise make it difficult for the advising team to perform their duties that I/we may be terminated for Non-Performance or failure to follow instructions.

I/we understand that if I/we take any action that negatively impacts my/our credit score or if I/we take any action that delay's the loan qualification process that I/we may be terminated for Non-Performance or failure to follow instructions.

I/we understand that any attempts to source or find a property for purchase without the written authority would be grounds for termination from the program.

I/we understand that if I/we do not perform on the ("Program Agreements") as indicated and terminated due to my/our actions that I/we will not have access to any services, consultations and/or RESOURCES during or after the term of this Agreement.

I/we understand that it would be counter-productive to work with an outside real estate professional who is not familiar with this program. I/we understand that I/we may be terminated if I/we retain such a professional (by contract or other verbal agreement) who causes issues or delays in the program.

I/we understand that any attempt to circumvent, the Foundation with a Seller introduced to me/us to secure a "Better" deal with the "Seller" or "Home Owner" will result termination from the program.

I/we understand that I/we must implement what I/we have learned from the advising team through consultations and take measurable steps toward qualifying for a loan and that if I/we don't implement the advice given that I/we may be terminated from the program for Non-Performance or failure to follow instructions.

I/we have read and understand the ("Personal Conduct Agreement"). I/we understand the termination correlation to these notification letters.

I/WE UNDERSTAND THAT I/WE WILL BE TERMINATED FOR THE FOLLOWING PROHIBITED BEHAVIOR; (i) disrespecting, (ii) cursing or using foul language, (iii) yelling, screaming or threatening; any staff member, advisor or secondary support personnel affiliated with the Foundation. I/we understand that termination due to these behaviors will be immediate and the Foundation will pursue me/us to the fullest extent of the law for all billable hours ($200/hr) and any other damages in whole or in part that arise from my/our behavior.

I/we understand that upon termination or voluntary cancellation from the program I/we may be billed **$200** an hour to cover the material cost for the Foundation providing services including but not limited to; (i) time spent for consultations, (ii) time spent on preparing for consultations, (iii) time spent showing properties, sourcing properties, (iv) time spent on evaluating properties, (v) time spent pursuing legal action against me/us. I/we understand that I/we may be billed for any time spent by the advising team and any other secondary support personnel that may have worked on my/our file. I/we understand that all billable hours will be invoiced and due from me/us within 30 days of a termination/cancellation/resignation. I/we understand and agree that the Foundation will retain the right to recover all legal costs associated to pursuing any outstanding invoices ("unpaid") by me/us. I/we understand that the Foundation will report all unpaid invoices to the credit bureaus until such time as they are paid in full.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

RIGHT TO CANCEL

I/we understand that I/we may cancel this Agreement and terminate my/our participation in the program by delivering to the Foundation a properly completed cancellation notice (provided upon request) at any time during the term of this Agreement.

I/we understand that the right to cancel does NOT provide grounds to ask that program payments be returned or paid to me/us. I/we understand that under no circumstances will the Foundation make a payment to me/us for the return of any program payments made into the gfc program.

I/we understand that if I/we decide to cancel this Agreement and exit the program that I/we will **NOT** be entitled to receive any program payments of any amount, regardless of the situation.

I/we understand that a voluntary cancellation or "resignation" from the program will terminate any further liability on my/our behalf to continue making program payments which will automatically terminate any responsibility or obligation for the Foundation to continue to provide any services to me/us.

I/we understand that if I/we cancel this Agreement and I/we should desire to participate in the program in the future; the Foundation reserves the exclusive right to require me/us to pay program payments (excluding any previous payments made prior to cancellation) as required to complete the program. I/we understand that the Foundation at its sole discretion may or may not allow me/us to enroll in the program should I/we cancel this Agreement and may require the full amount of program payments be made in advance in order to be accepted into the program after a cancellation or termination.

THIRD PARTY SERVICES

I/we understand that the Foundation may provide access to third party vendors that may offer value added services. I/we understand that any offers on services from a third party are NOT necessarily endorsed by the Foundation and enrollment or purchase of a program/service from such an entity is optional. I/we understand that any fee(s) from third party companies are to be paid by me/us NOT the Foundation.

MAINTAINING UP TO DATE CONTACT INFORMATION

I/we understand that I/we must supply the Foundation with up to date mailing and contact information. I/we agree that all information furnished and statements made in conjunction with my/our enrollment into this program are true and accurate, to the best of my/our knowledge. I/we understand that any information passing to and from the Foundation and myself shall be strictly confidential.

I/we agree to hold the Foundation harmless on account of any loss, injury, damages, or claim that may result to me/us from any disclosure of information to a third party affiliate, private sponsor or lender for the purposes of completing the program, obtaining a loan or mortgage, and purchasing a home.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

WAIVER OF JURY TRIAL& AGREEMENT TO ARBITRATION

I/we, hereby waive my/our right to a jury trial should I/we decide to pursue legal actions against the Foundation and specifically agree that all issues arising out of this relationship shall be resolved by a Judge sitting without a jury.

I/we hereby waive my/our right to a jury trial should I/we decide to pursue legal actions against the Foundation and specifically agree that all issues arising out of this relationship shall be resolved by arbitration.

I/we understand that I/we must FIRST notify the Foundation of an issue that I/we want to dispute, or any claim I/we may pursue relating from the relationship and/or agreements established between the parties. I/we understand that I/we must give the Foundation the opportunity to first resolve said matters before seeking arbitration.

I/we agree that any judgment assigned to either party from arbitration (the "award") may be entered in any court having jurisdiction. I/we understand that any party to this Agreement may bring an action, including a summary or expedited proceeding, to compel arbitration of any controversy or claim to which this agreement applies in any court having jurisdiction over such action. I/we understand that the party that requests arbitration has the burden to initiate the arbitration proceedings pursuant to and by complying with the Commercial Arbitration Rules of the American Arbitration Association and shall pay all associated administrative and filing fees.

I/we agree that I/we will be legally bound by the award (if any) that a judgment may be entered on such an award.

If I/we fail to comply with an award made to the Foundation or are unsuccessful in my/our challenges to an award made to the Foundation, I/we understand that I/we will be responsible for paying all of the costs associated to the arbitration, including all reasonable attorney's fees incurred to defend and/or enforce such an award, and legal interest on the amount awarded.

I/we understand that in the event either party of this Agreement decides to pursue legal actions against the other, that any such actions shall endure the provision(s) of this Agreement.

I/we understand that if either party pursues legal actions against the other, the prevailing party shall be entitled to recover or receive an award for their reasonable Attorney fee(s).

I/we understand that the prevailing party shall be reimbursed their attorney's fee(s) and Court costs and for their time spent in defending any action.

I/we understand that if the Foundation is required to defend itself from; (i) private attorneys, (ii) the Courts, (iii) the Board of Realtors, (iv) the Better Business Bureau, (v) the State's Attorney's Office, (vi) the department of Business and Professional Regulations, (vii) the Florida Real Estate Commission, (viii) any state agency or oversight entity (**and the Foundation prevails**) that I/we will be responsible for reimbursement of all reasonable attorney's fee(s) and Court costs and for the Foundation's time spent in defending itself.

HOLD HARMLESS

I/we, shall, at all times, defend, indemnify, hold harmless and provide all legal defense and related services to the officers, agents, employees, of the We Help Foundation including third party funding entities, vendors, sponsors, etc.

I/we shall at all times indemnify the Foundation from any and all claims, expenses, demands, damages, judgments, causes of action, liability, loss or injury, regardless of their nature or character, in any manner.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

Community Revitalization & Stabilization

A home is more than just a structure where people take up residency. Owning a home comes with a significant number of tangible and intangible benefits that renters don't enjoy. These benefits contribute to the well-being of a community. For many, owning a home brings a feeling of pride and accomplishment because of the realization of achieving the American dream. And of course, a home — according to Dorothy (Wizard of Oz) — "**well, there's no place quite like it**".

Our housing program is built upon a mission to **revitalize and stabilize communities** so that MORE of the renting population can realize the **Dream of Home Ownership**. We believe it is worthwhile to invest in the people who take up residency in our communities.

It comes down to **improving the quality and value of homes** in our communities.

One of the ways we can accomplish our revitalization and stabilization efforts is to help restore neighborhoods with two approaches. (i) reduce the quantity of renters and increase the quantity of home owners, and (ii) improve the quality of the neighborhood by reducing the quantity of "distressed" properties.

The first thing a new home buyer looks at when considering purchasing a home is the condition of the properties around the home they are looking at. If that neighborhood has mostly home owners then the odds are their properties are well maintained. Home owners tend to take better care of their homes as compared to renters because they typically take pride in what they own. If there are a lot of bank owned properties in the neighborhood the odds are the quality of that neighborhood has gone down. **Our housing program solves both problems. We help RENTERS become OWNERS and we convert distressed homes into "Like-New" homes**.

In recent years the quantity of foreclosures and short sales hitting the market increased so dramatically that we would find communities where there are more "distressed" properties in the neighborhood than normal retail listings. This ratio of distressed to non-distressed listings causes the **values of the non-distressed homes to go down**. Appraisers have to include foreclosure sales in their comparables which result in a decrease in over-all values for all homes in that area.

Distressed properties are those bank owned homes or short sales that have been in the past typically liquidated at a thirty percent (30%) to forty percent (40%) discount **to investors, rehabbers and landlords (wholesale buyers)**. Distressed properties are always sold for less than retail properties because the bank knows that the loss they take is converted into a tax-gain.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

2 SOURCING DISCLOSURES & AGREEMENT

Retail buyers typically purchase homes with financing from a mortgage company that requires the property to be in like-new condition. Whereby wholesale buyers use CASH or other financing options that do NOT require the condition of the property to be in "like-new" condition. Retail lenders will NOT lend to retail customers on a property that is NOT in like-new condition. There are two factors that contribute to a property being distressed. It is either **physically or financially distressed** (or sometimes both)!

Financially distressed properties are considered distressed because of the financial loss the bank deals with when taking back ownership through **foreclosure** or some other transfer of title from the original home owner. Financially distressed properties also include a "**short sale**". A bank will take a "loss" because the owner owes more than what they are receiving for the payoff, which is why it is a "short". The homeowner that can't make their mortgage any longer can't sell their home because the value is less than what they owe. The general financial stress originates from transactions where someone is taking a significant "**loss**" which causes them to be distressed.

By acquiring and renovating distressed properties exclusively for program participants, we **improve values**, **stabilize neighborhoods**, **and improve the overall well-being of the people** that make up our communities.

Sourcing is the term used to describe how our team of professionals **(i) identify properties (ii) place offers on properties, and (iii) secure properties on behalf of program participants**.

Avoid Tunnel Vision

We don't want you to get wrapped up in the excitement of a house that we think you might be able to get.

In order for the process to work you will need to **look at many distressed homes**. If we find a property that meets the criteria of our program, that doesn't mean or guarantee that we are able to secure that home for you. For this reason, we keep looking. You should expect to look at many properties and AVOID the notion to go for only ONE house.

We will reach a point in which we will take title to your home. That is when we stop looking!

We do NOT want to hear you say… ***"I only want that house!"*** Why? It doesn't make logical sense to ever assume you could purchase only that house. That would NOT be an intelligent assumption. That doesn't mean we won't try, it just means that we expect and you agree to keep looking at properties until we tell you otherwise.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

Sourcing Eligibility

The objective of the **housing program** is to help program participants achieve measurable improvements in overcoming those obstacles that keep them from purchasing. It is important to know what your goals are so that way you're taking consistent action over-time to reach them. ***It doesn't make sense to start the sourcing process until you reach a point in which we are confident that you can actually purchase a home that we source.***

The eligibility requirements that you must meet in order to start the sourcing process are: (i) all three **credit bureau scores must be 640** or higher, (ii) a fully **funded gfc** of no less than $5,000, (iii) completion of all program **courses and lessons**, (iv) income and employment **verification,** (v) **a verified DTI ratio that meets or exceeds retail lender guidelines,** (vi) an **approval (in-writing)** from a lender (not a pre-approval), (vii) proof of funds saved in a bank account with the proper amount of reserves ($3,000 to $4,000).

Expectations on Reserves

The advising team should have helped you setup your budget in such a way that as you are slowly funding your gfc, you are also funding your savings account. Having a reserves of $3,000 to $4,000 is critical because although the majority of the closing costs are going to be covered for you at the closing, the lender will require you to pay for at least one appraisal ($500) and a home inspection ($300). The lender will also expect you to have enough money saved in your account to pay for two or three mortgage payments. The target amount we want you to have in reserves is between $3,000 to $4,000 or more. The more the better.

Can I buy a Distressed Property?

RETAIL LENDERS WILL NOT LEND DIRECTLY TO YOU ON A DISTRESSED PROPERTY. They will only lend to you once the property is ((((**UNDISTRESSED**)))). When we take title for you, custom renovate the property and then the realtor lists the property at retail on the MLS - the property is no longer considered distressed. Why is this important to remember? It's important because we want to avoid the notion that you can buy that distressed house yourself and fix it up yourself and the lender will lend you the money.

Some lenders and even government agencies may offer programs or certain types of loans for retail buyers to purchase distressed properties. These programs are "self" driven and do NOT allow for sponsorship funding solutions that work in our program. Therefore, our team will NOT be providing information or education on these programs as they are NOT conducive to helping you complete our housing program.

Two Transactions

You must be aware of the fact that there are two separate and distinct **transactions** taking place. The first transaction is when we purchase the distressed property for you and second transaction is when you buy the property from us.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Primary & Secondary Sourcing Categories

There are two categories of properties that you may be exposed to in the sourcing process. They are primary and secondary sourcing categories. The primary sourcing methods include (i) inventory properties and (ii) MLS properties. There are three types of secondary sourcing methods: (i) conforming, (ii) non-conforming, (iii) new construction.

Inventory Properties (Primary Sourcing Category)

The first category of distressed properties you might be exposed to in the sourcing process is "Inventory" properties. Sometimes we have sellers or sponsors that come to us with homes that have already been renovated to put in the program and make available for our program participants. Inventory homes can come from normal sellers that want to sell their home OR from investors that buy and sell homes. Inventory homes can come from anywhere including realtors, the MLS, someone you might know, etc.

In order for us to "accept" these properties into our inventory and show them to participants like you, the seller must become your sponsor by agreeing to our sponsorship terms. These "terms" include closing costs, principle reduction, and in some cases moving assistance.

Because the property is MOVE-IN-READY the **timeline is significantly reduced**. The extensive effort and time involved in acquiring a property has already been completed by the seller/sponsor and we move directly to contract and then underwriting. As long as you like the property and the sales price is within your purchasing power, then the transaction time frame goes from 4 to 6 months to 4 to 6 weeks.

The down-side of selecting a property from inventory is that the renovation is already complete and therefore the program participant must accept the property "as-is" with very little to no input on preferences because the renovation is complete. If you do not like a property in the inventory category, we will source properties from the MLS.

MLS Properties (Primary Sourcing Category)

The Multiple Listing Service (MLS) is a system that has been developed by real estate professionals to help formalize the buying and selling process for realtors. The MLS **promotes cooperation** amongst real estate licensees under the notion: "Help me sell my inventory and I will help you sell yours".

Sellers benefit by increased exposure to their property. Buyers benefit because they can obtain information about all MLS –listed properties while working with only one licensee. The MLS is a tool that helps real estate professionals consolidate information on properties. Every market has their own MLS system that contains the private database of properties for sale. Real estate professionals pay to have this database of information maintained and organized ensuring all parties enjoy a more streamlined experience. Sellers can "list" their home in this database by a licensee they retain and buyers can view these listings by a licensee who will represent them in the transaction.

Both Retail & Wholesale properties are listed in the MLS. The bank owned properties are listed by various real estate brokerage firms and their licensees in the same manner as homeowners. The difference is that the prices of distressed properties are listed lower than those that are sold at full retail. They are listed lower so that wholesale buyers with cash can buy them which results in a quick closing. This quick closing is the standard method in which banks liquidate their distressed assets.

In order to SOURCE homes for you, we have contracted with real estate licensees that are trained to look for distressed properties from the MLS to accommodate our Community Revitalization and Stabilization goals.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Sponsorship Funding for the Acquisition

Sponsorship is the term we use to label the **process from which we solicit funding from an outside entity on your behalf.** Our goal is to secure enough funds from a sponsor to purchase a distressed property, renovate that property and bring it to an undistressed status. This type of sponsorship acquisition is usually from the Multiple Listing Service which is the primary source from which these types of acquisitions occur.

When we solicit funding for you, we present your file to the sponsor, similar to how a loan officer might present a file to an underwriting team. In both instances they are scrutinizing you to determine the RISK associated to putting up a large amount of money for you. The sponsor wants to make sure you are going to be able to purchase the property after it has been renovated. This means they want to verify your approval, your gfc balance and any other facts about your file before lending the Foundation money to purchase that home.

We go into Debt for you

As stated earlier, you can't purchase a distressed property because retail lenders won't lend to you. The We Help Foundation will actually execute a mortgage and note with high interest rates and other costs with your sponsor. Your sponsor will approve and then lend the Foundation the money needed to (1) purchase the property, (2) cover the primary transaction costs, (3) cover the carrying costs until you are able to purchase the property. The "terms" of the loan to the We Help Foundation vary and are based upon how much RISK might be involved in the transaction. Because you want the property and your gfc represents your financial commitment to "see-it-through", we are more likely to secure sponsorship.

To ensure the transaction is "structured" properly we have to **account** for all the costs of the transaction. We have to estimate these costs in advance and then solicit funding from a sponsor who will lend us the funds to cover the primary transaction costs. The funding received by the retail lender will account for the secondary transaction costs at the time of closing.

Primary Transaction Costs	Secondary Transaction Costs
Cost of the property from the Seller	Title Transfer Fees/Costs (Title Company)
Title Transfer Fees (Title Company)	County, City, State Gov Fees/Costs
Realtor/Broker Fees/Costs	Realtor/Broker Fees/Costs
Renovation Fees/Costs	Mortgage Recording Fees/Costs
Lender Fees/Costs (points + interest)	Appraisal Fees/Costs
Mortgage Recording Fees/Costs	Warranty Fees/Costs
Power, Water & Sewer Fees/Costs	Doc Stamp Fees/Costs
Doc Stamp Fees/Costs	County, City, State Gov Fees/Costs
County, City, State Gov Fees/Costs	

Primary Transaction Costs are those expenses associated to securing a property on your behalf. These costs include but are not limited to; the cost to secure the property from the seller, title transfer fees and other title company related expenses, realtor fees, renovation costs, utilities, permit fees, lender fees and any county, city, state or government fees or costs that may be charged to the selling party or in the acquisition process. Primary transaction costs usually make up between 80% up to a max of **85%** of the value of the property.

When you take title to the property, approximately 80% to 85% of the funds from the retail lender are paid back to the sponsor that put up the money to cover your primary transaction costs.

Secondary Transaction Costs are those expenses associated to when ownership of the property is transferred to you. You can expect the secondary transaction costs to average approximately **10% to 15%** of the value of the property. These secondary transaction costs are actually paid for by the funds from the retail lender at the time of the closing.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Purchasing Power

Before you can look at properties with a realtor you must first secure an approval letter from a loan officer. The approval letter confirms your ability to purchase the property after we buy and renovate it. In this approval letter the loan officer will disclose your purchasing power based upon your income and debt. We have to know your purchasing power in order for your realtor to know which types of homes and in what areas to search for.

Searching the MLS

Because we are looking at properties that are distressed and priced below the market, your realtor will use the MLS filtering system to seek out bank owned properties listed on the MLS. The MLS filtering tool can be set to exclude homes that are for sale by home owners. Distressed homes are often physically unappealing. They might have outdated flooring, cabinets, etc. Many just look run down both on the exterior and interior. It is important to have "vision". Try to see the future condition of the property NOT the current condition. If you overlook properties because they are unattractive, when they could have worked had they been renovated, the process will take forever.

It's one thing to be picky, it is another to want a mansion when all you can afford is all you can afford. The more you insist on specific amenities or unique requests, the more difficult it will be to find the right property and the longer it will take. We don't mind taking as much time as you are prepared to spend in the sourcing process. When the process takes longer because of your particular wants, just remember to keep a positive attitude with our team. When the process takes too long, everybody can become frustrated and for this reason we suggest that you keep your preferences, requests and ultimatums realistic. Earlier we discussed avoiding tunnel vision. This behavior would be the extreme opposite of that.

Acquisition Formula

The acquisition formula helps your realtor determine which properties to target based on the current list price of a property. The realtor will run a preliminary value assessment to see what the values are for that property. If the current list price is too close to the retail values then we would most likely wait to pursue that property with you until the list price drops. If your purchasing power is $100,000, we will be looking for distressed properties that are listed on the MLS for around $65,000 to $70,000 or less. We know that your sponsor will lend us up to 70% of your purchasing power to purchase, renovate and carry your property through until you can purchase it.

If the retail values for a particular property are around your purchasing power, let's say $100,000 for this example. First, we would multiply $100,000 X 85% which equals $85,000. Next, we would deduct another 15% from that figure, which is allocated to renovate and carry the property. $85,000-$15,000 equals $70,000. If the renovation budget and carrying costs can be covered by $15,000 (or less) than we could purchase this property for $70,000 or less. Because of the possibility that our retail value estimate is incorrect too low, it is always prudent to try and secure the property for a lower purchase price if possible. If this property was listed for $65,000 or less then it becomes more attractive to us because this will offset the risk that our retail value estimate is too low.

Primary transaction costs include two elements; renovation costs (10%) and carrying costs (5%). Carrying costs include interest payments, utilities and other expenses that occur from the time the property is purchased by us until ownership is transferred to you. The renovation and carrying costs together make up a critical figure in the acquisition formula. At first, we estimate 15% toward these costs.

After you look at the property and determine you like it, the realtor will then call in the general contractor to get a more accurate estimate on the renovation costs. If the renovation costs are lower than expected then the threshold we put on the purchase price could increase. If the renovation is greater than expected then the purchase price would have to decrease proportionately.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Current Market Analysis (CMA)

Once the acquisition formula produces an approximate purchase price that will work, your realtor will confirm whether you like the property or not. If you like the property and we determine it meets the standards of our Community Revitalization and Stabilization goals, the realtor will spend approximately 3 to 4 hours preparing a **Current Market Analysis (**CMA) for us to review. A CMA is basically a report that reflects comparable sales in the area that the property is located. The realtor is looking for similar properties in age, proximity, size and condition that have sold recently.

The CMA establishes a starting figure or value to work backwards from. We want to make sure that we don't over pay for the property and leave enough room in the transaction to **account for all transaction costs**. The only way to do this is to try and anticipate the retail value of the property with a CMA.

Value is roughly calculated by dividing the sales price of comparable properties by their square footage. For example; let's say that the property we are interested in for you has 2,000 sqft of heated & cooled space. The realtor would be looking for properties that were between 1,800 to 2,200 sqft in size as close to the subject property as possible. The realtor will look for comparable properties that sold recently that are similar in condition to the subject property. You wouldn't want to compare a foreclosed distress property to a fully renovated undistressed property.
These variables in age, proximity to the subject, size and condition should provide your realtor with a reasonable set of data to determine an estimated retail "undistressed" value. The purchase costs and project costs together can NOT total **more than 85% of the CMA value**. Remember, the actual value is an estimate that could go up or down between the time we accept the offer and the time you ultimately take title 60 to 90 days later.

DISTRESSED TRANSACTION ANALYSIS (acquisition of the property by us)		
Purchase Costs (65%-75%)	❶$65k-$70k	The distressed property is acquired for approximately $65,000 (65%) to $70,000 (70%) of the retail value. This is the amount paid to the Bank (seller). This becomes the principle amount that the Foundation now owes your sponsor.
Project Costs (10% to 15%)	❷$10k-$15k	Project costs include acquisition closing costs, carrying costs and renovation costs estimated to be $10,000 (10%) to $15,000 (15%) of the retail value of the property (CMA estimate).
Subtotal Range (80% to 85%)	$80k-$85k	The total distressed acquisition amount should never be more than 85% of retail value. This ensures that there's enough equity differentials to cover the retail transaction costs (**defined in the retail transaction analysis chart**).
Figures are based on a property with an estimated value of $100,000.		

Making the Offer

You can expect to look at many properties as your realtor sources properties that match your preferences with the given formulas that have been disclosed. Before the realtor can make an "**offer**" to acquire the property he/she has to spend a significant amount of time gathering data to ensure the transaction will work. The pre-offer process includes: (i) inspecting the property to determine renovation costs, (ii) preparing repair estimates with the general contractor and you, (iii) preparing an accurate CMA, and (iv) packaging this information for everybody to inspect.

Once we've identified a property that will work and you determine you like the property, then it is time to start placing offers. The realtor will contact the listing agent and confirm what is required for the seller (the bank) to accept an offer. The listing agent will confirm the "terms" from which the seller (bank) is willing to move forward with. The realtor may typically spend 3 to 5 hours just reviewing the terms forwarded from the listing agent.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

The following items will be required to move forward: (i) proof of funds, (ii) an Earnest Money Deposit (EMD), (iii) a purchase and sale agreement, (iv) disclosures specific to the transaction, and (v) closing instructions. These are all items that actually make-up the offer that we make on the property.

This process usually takes 3 to 5 days to properly organize and disseminate. Once all required documents and agreements have been submitted, the listing agent will usually respond with a counter-offer within a week or so. Sometimes the counter-offer can take as little as 48 hours and other times longer (nobody can control this process). The countering back and forth will continue until the sales price is above their floor and below our ceiling. This "negotiating" phase can be completed in as little as a week or up to 3 or 4 months.

There are many reasons why the seller (bank) may not take the offer. The bank may get other offers that are higher than ours. The bank may be taking multiple offers in an effort to see what the market will or may produce without any intent on accepting an offer. Either way, we keep going with multiple properties, multiple offers until one is accepted.

If the offer is accepted, you will receive a call from our team. This is a major milestone in the process because it means that we're within 10 to 20 days from acquiring the home and taking title on your behalf. The realtor will contact you a few days prior to the closing and then on the day of the closing to provide you with confirmation that we have in-fact purchased and acquired the property. All throughout this process our team will be communicating with you to ensure other steps are completed in the process.

Taking Title on Your Behalf

In the early days of the program the sponsor that provides funding to acquire the property would take title to the property. On occasion a sponsor would terminate our contracts prematurely and pull the property away from us and take it to market without us to gain higher profits. In these scenarios we have to start all over with our program participant which ends up wasting a lot of time and causing frustration.

To solve this issue the Foundation will "**take title**" to the property on your behalf. This ensures that the funding source stays just the source for funding and is not able to pull the property away from us. We will execute a short-term mortgage or loan to collateralize the property. The mortgage and note instruments are similar to the mortgage and note you will execute when you take title.

The Foundation will have to pay a monthly mortgage payment to the sponsor/lender until you can complete the purchase and take title in your name. This keeps the property "**in-the-program**" until you are able to complete the underwriting process and take title to the property. The debt-service is factored into the acquisition project costs as part of the carrying costs.

The Renovation Process

The modern lifestyle is drastically different from what it was even ten years ago and a renovated home in our program has to reflect today's stylish look and feel. When it comes to the renovation of a property there are several key factors to be considered.

The first is factoring or accounting for a custom renovation. A prelim budget and punch-list of repairs are prepared by contractors prior to the acquisition. After the acquisition the general contractor will spend more time producing a more detailed budget and punchlist. Budgets are typically flexible, but not by much. Within 24 to 48 hours of the purchase, we will need to arrange a meeting with the general contractor onsite to review the renovation punch list in greater detail. The objective is to go from a generic list that was created before the purchase to a more detailed list of repairs.

Because we only have a certain amount of "available" proceeds to complete the renovation it is important to understand what you have input on. The property has to appraisal at full retail in order to receive the maximum retail value and therefore the renovation must be **top-notch**. This means that the renovation must be completed in such a condition that should the program participant default on the transaction (on purpose or not); we can "**market**" the property to other program participants. For this reason, the improvements must be neutral and generally appealing to anybody and everyone. Therefore, specific requests may not be available; i.e., contrasting paint schemes or drastic changes to the structure are often not applicable.

We are looking for your input on the following types of Preferences:

- **Paint**: Color Schemes in various rooms (shades darker or lighter)
- **Flooring**: Tile/Wood/Carpet (types and shades)
- **Appliances**: White/Black/Stainless Steel
- **Cabinets**: Darker or Lighter shade

All other aspects of the renovation are automatically required to be the "Best-Possible" improvement standard. Additionally, the property has to pass inspection from the retail lender by way of **a home inspection**.

In order to get the highest appraised value the property must be in the best possible condition. This means the following items do not require any input from you and must be in like-new condition; (i) the roof, (ii) heating & air conditioning, (iii) structural, (iv) plumbing, (v) electrical. You may request an "Upgrade" and it is up to the sponsor to approve it. If there is enough room in the budget and the value of that upgrade will support the increased value of the property then some upgrades like crown molding, trim, granite countertops, fixtures, etc. can be included in the renovation. If the sponsor determines that an upgrade you requested is not feasible, then you may "**pitch-in**" and pay for those upgrades if you like.

Preferences in Writing

One of the primary benefits of participating in our program is the ability to provide input on the renovation of your home. When the renovation begins you are given an opportunity to walk-through the home with the general contractor prior to the renovation starting. During this walk-through you have the opportunity to describe your preferences and custom requests to the general contractor. In order to ensure that your requests are addressed and considered for the renovation budget they must be documented in writing. You must contact the advising team to complete a consultation in which a meeting tracker is completed. This meeting tracker must document any preferences and/or special requests you want completed.

Once our advising team has it documented, we can then communicate with the general contractor completing the renovation and better ensure that your preferences are considered in the renovation budget. Our advising team will contact the contractor after your consultation and will review your preferences from the meeting tracker with them. It will be determined at that point prior to the budgeting allocation which preferences are acceptable and which ones are not. It is must easier to secure approval for your preferences before the budget is set rather than after.

If you mention to the contractor during your walk-through that you want a wall taken out to open up a room and you don't get it documented with our advising team, it will be difficult for us to request to have that wall removed after the renovation is complete and have the cost covered by the contractor. However, if we confirm with the general contractor at the beginning of the renovation that this request is acceptable within the renovation budget, we can hold them accountable to it. If they forget to complete a task that was on the preference list that was approved in the budget, then the contractor is responsible for the costs associated to making sure your requests are completed. If there is NOT an approved list of preferences that we can reference and you ask for modifications to the renovation after it has been completed, in most cases those requests would not be able to be completed. In these scenarios, we will work with you on a solution in which costs may be shared or completed post-closing.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

The Purchase & Sale Agreement (contract)

After the Renovation is complete it is time to execute a contract (purchase & sale agreement). A contract is required in order to consummate the terms of the purchase from which you take title from the We Help Foundation. The We Help Foundation executed a contract when it purchases the property in the 1st transaction.

The contract is the instrument that tells everyone [the lender, title company, etc.] to take action. The realtor will review specific elements of this contract which will include listing the retail purchase price, identifying the title company, allocation of funds, etc. The executed contract is forwarded to the loan officer.

After receiving the contract the loan office will start soliciting you for additional documentation in order to complete the underwriting process.

The loan officer may **submit your file to multiple lenders** to ensure that we increase our odds of getting an approval. If your file was only submitted to one lender and their guidelines change mid-stream, then we might have to start all over again with another lender. This costs time and energy and can be a source of frustration for all parties. Our first approach is to submit the file to 3 or 4 lenders immediately after completing the purchase & sale agreement.

Guidelines vary by lender. One lender may be able to provide retail financing where another may or may not. There are dozens of lenders that can provide retail financing and program participants should comply with and be conducive to the process of providing documentation when requested for each submission to a lender, regardless of the number of times it may take to secure retail financing.

If the first, second and third lender and each lender thereafter does not provide an approval, then the program participant understands that the Foundation is responsible for continuing with the process of seeking out any possible way to complete the transaction.

This may require **"creative-thinking"** as we adapt to what the lenders ask for or how they want to see the file structured. All parties have to understand that what a lender requires when we first submit the file may change. If we get a denial from a lender our first response is to identify the "reasons" why the loan is being denied to see if there is something the program participant can do to change the results.

Program participants must understand our role is simply to collect what is needed for the lenders until an approval and request to order the appraisal is achieved, regardless of the number of times we have to submit the file to various lenders.

Underwriting Process

Underwriting is the term or label used to describe the process that the lender uses to scrutinize you and the viability of lending to you. During the initial approval stage the first round of underwriting will be performed to determine your eligibility to purchase (2 or 3 day time-frame). Now that the renovation is complete it is time to move the process into final underwriting (5 to 10 day time-frame) and clear any final conditions the lender may require. We start by executing a purchase and sale contract which states the terms of the retail purchase for the lender and the title company.

At this point we're 30 to 45 days away from you owning that home.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

The Appraisal Process

An appraisal is a written "opinion" on the value of a property. The lender will require two appraisals to accurately determine how much they are willing to lend you to buy the property. You will pay for one appraisal and we will pay for a separate appraisal.

The lender will hire an Appraisal Management Company (AMC) to complete the appraisals independent of each other. Each AMC has a pool of independent appraisers that they have contracted with to randomly place the order for an appraisal. The appraiser will use comparables from the MLS just like your realtor used when producing the CMA.

The entire process takes 5 to 7 days from the date the appraisal is paid for. The appraisal process is completely done independent of us. Typically, one of the appraisals will be higher than the other. The lender will use the lower of the two appraisals to determine the final loan amount to you.

If the lower of the two appraisals is near or at the contracted purchase price then we move to final underwriting. Final underwriting takes approximately 5 to 10 days to complete.

If one of the appraisals produces a low value then we try to first determine if there was a mistake made by the appraiser. We can actually dispute the values through the lender if our realtor can provide evidence of either a mistake or produce supporting comparables.

If it is determined that a mistake was not made and we can't provide better comparables then we have to consider other options.

Options with a Low Appraisal

If the appraisal is too low our options are as follows.

1. **Adjust or Reduce the Purchase Price**: Considering you cannot purchase a house for more than its appraised value, we must reduce the purchase price to match the appraised value. We may have to adjust sponsorship funding allocation which means you might not get the benefit of funding for moving assistance OR you may be required to come up with more money to offset secondary project costs.
2. **RTO option**: In some cases the parties may come together and agree to allow the program participant to rent the property until such time that comparable sales in the area support a higher appraisal and corresponding purchase price. This is usually a temporary 3 to 4 month arrangement.
3. **Option to Decline**: The parties may decide that it is best to stop any forward progress on this property and start on another property.

Once the final value has been determined and agreed upon by the parties it takes about another week to get to the closing table.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

What Happens At Closing

The closing is considered the **"Finish-Line".** We will contact you a day prior to the closing to review the "Funds-to-Close" figures and prepare you for closing the next day.

At the closing you will be presented with a HUD statement by the closing agent. The HUD statement is a break-down of where the proceeds are going in the closing transaction.

The following chart provides a general description of where the proceeds are allocated.

RETAIL TRANSACTION ANALYSIS (acquisition of the property by you)		
	$100,000	Retail Value (your purchase price as determined by a 3rd party appraiser)
[Fixed] Loan Amount (96.5%)	$96,500	This figure represents the amount of funds paid by the retail lender at the time of closing that makes up your debt or mortgage. Each of the following items are then accounted for and allocated accordingly from that loan. The difference in the loan amount and the purchase price is considered your down payment which can come from various sources that include but are not limited to your funds or sponsorship funding (grants/dpa).
[Vary] Buyer & Seller Closing Costs (6% to 9%)	-$8,000	This is a fixed cost to both the buyer and seller that include various expenses like title fees, taxes and other costs associated to both the buyer and seller. The retail closing costs have a variance of 6% to 9%. In this example we will use $8,000 or 8% as the allocation to cover closing costs.
	$88,500	
[Fixed] Realtor Commission (6%)	-$6,000	This is a fixed cost paid to the real estate company to cover the costs of the realtors and brokers that helped complete the transaction.
	$82,500	
[Vary] Distressed Acquisition Costs (80% to 85%)	-$80,000	The capital that was used to secure the property, carry it and renovate it is returned to its source. These proceeds are paid to your sponsor at closing. It will be listed on the HUD as a "payoff". These funds will satisfy the loan that the Foundation executed with your sponsor from the distressed acquisition.
Transaction Variance	$2,500	This is the amount leftover when all fixed costs have been accounted for. **Funding allocations** can be increased or decreased depending on how large or small this figure is.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Conforming Sourcing

Conforming is the term we use to describe the type of sourcing completed when we source properties listed by realtors through the Multiple Listing Service (MLS). Conforming simply means that our real estate team will conform to the industry expected method of identifying properties for a program participant. This type of sourcing does NOT have any impact on our Community Revitalization and Stabilization goals because the properties being sourced are listed by realtors with sellers that **are regular home owners in the retail real estate market**.

Properties sourced in the conforming manner do not involve a sponsor or any sponsorship funding. Conforming transactions are negotiable and our real estate team will handle the negotiations with the listing realtor to try and secure the best possible terms.

Because sponsorship funding is not applicable to this type of transaction, the benefits associated to a sponsorship based property do not apply. The advising team will discuss whether this option is best for the program participant when they have completed the program and are eligible for sourcing.

In order to source conforming properties, a program participant must meet the minimum sourcing eligibility requirements for completing the purchase of a conforming property. You will need additional funds to cover your closing costs and down payment. Without sponsorship this type of transaction will not allow us to account for your gfc in any amount. Your gfc balance will not be applicable in a conforming transaction.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

Nonconforming Solutions

The purchase of a home is a very expensive undertaking and usually requires some form of financing to make the purchase possible. In most cases, we will help you get qualified to purchase a property by taking out a mortgage for the purchase. There are other ways to acquire homes that do NOT require a lender or mortgage. We call these **non-conforming sourcing solutions**. These types of transactions don't conform to the normal way we construct transactions. These types of transactions are far and few between and include assumable mortgages, and seller financing transactions.

The **assumable mortgage** is an alternative to the "normal" method from which we source properties, but has the same objective. With an assumable mortgage, we would identify a homeowner that is under some kind of financial distress and wants to sell fast. We first contact the mortgage company to determine if we can step in and "assume" their mortgage. If yes, we do a contract with the homeowner and the bank to take over the mortgage debt. In most cases we have a closing to transfer-title, but in **some cases** we "construct" a transaction by contract so that we can **potentially release the homeowner of their obligation to the mortgage debt**. This means that we immediately have to start making their mortgage payment until we can complete the retail sale to you. The advantage to you is that we can now allow you to "**occupy**" the property and make payments and cover the existing mortgage until such time (years down the road) that you can secure retail financing.

One unique risk to us and the homeowner for this type of transaction is the **liability**. We may or may not be able to get the originating lender to release the original homeowner from the original debt. This means the homeowner would be liable for the loan itself even after the assumption takes place. As such, if you were to default on the transaction and we were not able to secure another program participant for the property then we both will be in default on the loan. To address this risk for at least the original homeowner, our attorneys can draft agreements releasing their liability when our servicing company completes the assumption transaction – leaving all the risk to our servicing company. Because of the complexity this type of transaction has, most homeowners don't want to participate, making this the least likely method from which we will source a property for you.

Another nonconforming option that may be sourced for you is a property that is financed by the actual current homeowner and this is called **Seller-Financing**. When we're sourcing, from time to time we may find a property that you like in which the homeowner is willing to act like the lender and "sponsor" you by financing the transaction. One of the benefits to this type of transaction is lower closing costs for both parties. This type of transaction also comes with very little underwriting requirements. In this type of transaction you would make mortgage payments to us and we would pay the sponsor just like lenders collect mortgage payments and make payments to their investors. The difference is the homeowner is acting like the investor under a **sponsorship concept**. **In order to source non-conforming properties, a program participant must meet the minimum sourcing eligibility requirements.**

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

New Construction

Once you are eligible for the sourcing process there we might be cause to consider a **new construction** home. What was once considered a luxury available to higher income earning families; the ability to construct or build one's own home from the ground up could be a good solution for you. There are a number of pros and cons you should need to be aware of before contemplating this type of transaction.

It's your house.

When you buy a renovated pre-owned home in the program, you are purchasing a home that someone else built to suit his or her lifestyle. Sometimes it's just perfect and exactly what you are looking for but other times there are a few "Why did they do that" issues with a home that you will have to renovate or remove when you move in to fit your lifestyle. When you build a new home you will be able to choose exactly what you want and where you want it so you can move in and not have to touch a thing. The downside is that we have to consider the **extra ordinary costs like (i) city utilities, (ii) assessment or impact fees, (iii) access development costs that price new-construction projects "out-of-budget". Due to these costs and other cost based deterrents you must have a purchasing power greater than $150,000 and a credit mid score of at least 680 in order to qualify for a new-construction transaction.**

Everyone else is new too!

Communities that are established with pre-existing homes are great because you can see the neighborhood, how people care for their homes and everything is already established. Those same benefits can prove to be cons when you are the only new neighbor on the block. Moving into a new construction home grants you the privilege of meeting the neighbors when they are *also* looking to meet new people and settle into the community. There won't be any pre-established social circles to work your way into and you will be discovering new things about your neighborhood at the same time everyone else does.

Newer homes are more attractive when you resell.

Most consumers' think that they are purchasing a home 'forever' but what if your circumstances change. You might have to relocate or you make a lifestyle change a couple short years after you move in. The good news is that newer homes are more attractive to prospective homebuyers because it's their opportunity to buy a newer home without the **price premium** associated with new construction. This will compare favorably to pre-owned homes that may require renovation or updating to make it livable for the modern homebuyer. **If you're going to build a new home certain amenities are typically NOT included in the purchase like, major appliances which will need to be purchased by you.**

Program participants make the selection.

When you purchase a renovated pre-owned home we have to consider that the location is fixed. How many times have we seen a great renovated home that would be absolutely perfect if it were a little closer to the community clubhouse or offered a larger back yard for the kids to play? New homebuilders typically offer a range of model homes to choose from and you can usually place that model on a lot of your choice. Now you can have the home of your dreams in the cul-de-sac you've always dreamed of! **The downside is that there are only so many places where land is available. If you want to be near that specific school or family member, there may not be land available to build on.** In other cases there is land in the area but the home values in that area are out of your budget. Another concern with new-construction neighborhoods is the fact that some builders try to fit as many homes in the development as they can (maximum profit) causing houses to be often too close together. You also need to consider the "maturity" of the neighborhood. With pre-owned homes you can take a historical perspective and check out how effectively the homes have held their value. Purchasing in an established community allows homeowners to learn more about the schools and neighbors before they purchase.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

New homes could save money with efficiency and green building techniques.
Most builders are taking advantage of the Energy Star standard which sets forth a number of requirements that products like windows and doors must adhere to in order to achieve an Energy Star rating. In addition to Energy Star many builders are now offering green building and living options like the installation of solar panels on the roof of a home to harness the sun's energy and convert it to electricity. If you install enough solar panels you may just have the electric company paying you for the electricity you are producing! These features are often very costly to retrofit a renovated home with if it wasn't initially built to these standards. **The downside is that the more efficient and green homes cost way more than a pre-owned home. You can get a larger pre-owned home for about the same price of a smaller new built home. In order to build in our program your purchasing power will need to be at $150,000 or higher.**

Ease of Maintenance.
Thanks to vast improvements in the efficiency and durability of building materials, new homes don't require as much upkeep as older homes. Many home buyers discover they'd rather spend valuable weekend time with family and friends, instead of performing home repair. Do-it-yourself maintenance is not for everyone. **On the flip-side pre-owned home transactions can be constructed to include home warranties that offer protection of some or all of the components of a home. From home appliances, to the heating and cooling systems, extended home warranties can provide you with peace-of-mind.**

Chain of Title.
New construction homes don't have previous owners. A new-construction home doesn't have a "chain-of-title" which requires a title check prior to closing. Acquiring "clear-title" for pre-owned homes can sometimes (not always) cause delays and may extend the time-frames for closing. Those time delays however, are counter balanced by the possible delays associated to the construction of a new home. Weather and other unforeseen variables can sometimes (not always) cause the construction project to extend out months and months longer than anticipated. **With pre-owned homes the issues or problems with the home have already been detected and fixed. With new construction homes sometimes it may be new but that doesn't mean there's not problems and you have to chase the builder which can sometimes be difficult.**

No matter what the economic climate, building a new home has its advantages and disadvantages.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Rent-to-Own (RTO) program

The objective of the program is to help a program participant reach a point at which they can purchase a home (become a home owner). The rent-to-own option may become available to a program participant allowing them to "occupy" the property prior to purchase. Occupancy by a program participant under a RTO requires the program participant to meet the **minimum sourcing eligibility requirements**. A program participant is not automatically guaranteed to be able to participate in an RTO agreement due to variables like inventory and/or the guidelines on occupancy enforced by sponsors or funding sources.

One way an RTO might open up for a program participant is if the transaction is stalled due to an appraisal. In cases where the appraisal comes in with an unacceptable variance then the program participant may become eligible at that time to participate in an RTO agreement. In these scenarios the program participant may occupy the property on a month-to-month basis until such time that the values support a purchase.

The rental payments are calculated and based upon specific carrying costs like an existing mortgage, taxes and other various expenses. The rental payments cover the debt-service for the property until the program participant can purchase. There is no portion of the rental payments applied to the purchase or the gfc program.

In some cases the lender may require a certain number of rental payments be made, tracked and reported to them for verification of rent history. In these scenarios, once we start a rent to own, the purchase may not be able to continue until a certain number of rental payments have been made; for example three payments or six payments may be required by the lender, which translate to sometimes a minimum rental period of three to six months.

At any time during the occupancy of the RTO, if the program participant creates negative credit that causes their credit scores to drop or other actions like large purchases that impact their debt to income ratio, the program participant will be in "default" and will be terminated from the program and forced to vacate the property.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Defaulting During the Sourcing Process

Just because we are sourcing doesn't mean you can forget about everything that we've taught you up to this point. Now, is the time to chase the advising team for more consultations on your credit profile, especially more frequently as we complete the sourcing process. There is a lot riding on your completion of the program. There is a significant amount of capital and funding that is solicited and secured for you to acquire your home. **"One-Mistake" can cost all parties involved severely**.

We often spend six to twelve months building your credit profile, paying off bad debt and getting your mid scores where they need to be. It would be a travesty **to slip-up and make a credit card payment late** or any other bill that would report on your credit profile. This behavior would require another year (12 months from a late) in order to be eligible for sourcing. This type of behavior is grounds for termination from the program.

Consider the amount of money that goes into making a transaction work on the program participant's behalf. Then, consider the risk and financial loss that can occur for our sponsors or funding sources if a program participant "**drops-the-ball**" at the finish line. All parties have something to lose which is why we have the gfc program and other accountability elements in the program.

A "**default-action**" is any action you might take that would: (i) **drop your credit scores below 640**, (ii) **negatively affect your DTI ratio**. A default-action is any action that causes you not to be able to complete the purchase of the home we put under contract. The amount of funding and effort involved in acquiring a property on behalf of a program participant is huge.

If a default action occurs prior to the sourcing process being initiated, **termination from the program can be avoided**. It just simply delays the process and extends the timeframes in the program. Depending on the default action the Foundation reserves the right to terminate for default actions at its discretion.

Default actions include; (i) paying bills late (shows on the credit report), (ii) creating a new purchase with a debt that shows on their credit and impacts their debt to income ratio, (iii) not saving their own personal reserves, causing the lender to deny the loan, (iv) not disclosing something major in your past that would cause the lender to turn you down, or (v) any other obvious action that goes against the program, sponsorship or the loan qualification process.

If the acquisition of the property (sponsorship acquisition) has already occurred or is past a point at which it can be stopped and the program participant takes a default action they would most likely be terminated from the program.

An involuntary default would be possible in cases where the program participant lost employment after the sourcing process reached the acquisition point and just prior to the closing causing the lender to deny the loan. In these cases we may be able to avoid termination and facilitate an RTO agreement or we may have to place the property into inventory and try to quickly assign the property to another program participant for a purchase.

Our team will be working closely with you week to week at this point, coaching you on the final steps required to ensure you can close on time. It is important that you implement the strategies given to you by our team so that your score does NOT decrease. If your actions cause your score to go down, then the property will go into the **"Showcase" and will be made available to other eligible program participants**. We will continue to work with you and help you the best we can, but because you can NOT enter into a purchase and sale contract, we're obligated to sell that house to the first available program participant that is able to purchase. We're required to show the house to other program participants until; (i) your issues are resolved and you can enter into a contract, or (ii) another program participant is loan-ready and enters into a contract to purchase the property.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

GENERAL AGREEMENT

I/we understand that in this Agreement all statements and references to services provided by the Foundation are based upon the assumption that I/we have progressed through the program enough to qualify for ("Sourcing Services").

I/we understand that the sourcing process will not start until I/we become **("Eligible")** as defined in this Agreement as well as in the Housing Program Agreement which was completed during my enrollment. I/we understand my/our eligibility to start the sourcing process will require that I/we show measurable progress in overcoming the applicable challenges as defined by the Advising team.

I/we understand that at the time the **"Sourcing Process"** is initiated our preferred real estate brokerage firm will assign a licensed real estate professional to me. This licensee will help me search for distressed properties with a specific budget and cost analysis formula (as described in the sourcing disclosures). I/we agree to complete the process with any assigned real estate professionals when requested.

I/we understand that in order to be eligible for the sourcing process that all applicable program payments must be paid into the gfc program prior to initiating the process for the applicable type of sourcing (as mutually determined by my individual situation and resulting options).

I/we understand that as long as program payments are made as Agreed upon and outlined in the ("Housing Program Agreement") the Foundation shall pay the reasonable cost and expense associated for the time, effort and material costs incurred for ("sourcing-guidance") by the advising team.

I/we understand that the Foundation will in good faith contract with the real estate brokerage firm to deploy all available resources (at the applicable time) to help me source properties that have the amenities, features and preferences that are **applicable to my purchasing power**. I/we understand and can expect the licensee assigned to me to continue the sourcing process until the desired result is achieved.

I/we understand that the quantity of amenities and the selection thereof may be limited in nature. I/we understand that some requests for amenities may not be eligible for coverage in the sponsorship because certain amenities may not work in the budget and therefore would not be applicable. I/we understand that if I/we want a particular amenity or upgrade that I/we may have to sacrifice an alternate amenity to keep the project in the budget.

I/we understand the real estate brokerage firm will make a good faith effort to source properties that are valued at the amount equal to my/our purchasing power as determined by a lender. I/we understand that the value is ultimately determined by a retail appraisal from a licensed appraisal company ordered by a third party lender NOT the Foundation or We Help Brokerage Corporation. I/we understand that an appraisal will be required by a retail lender in order to determine the value of the property I/we have selected.

I/we understand that the appraised value is required in order to account for the various project costs associated to the transaction (further described in the sourcing disclosures). I/we understand that the value that is estimated on a property before or during the acquisition could go up or down because the CMA is only an estimated value that better helps our real estate team determine the viability of the acquisition and the transaction itself.

I/we understand I/we will be required to execute a retail purchase Agreement and purchase the home I/we selected at full market value (unless otherwise stated in a purchase and sale agreement). I/we understand that I/we will be required at that time to complete any other Agreements required to complete a purchase as directed by the We Help Brokerage Corporation.

I/we understand that I/we must complete the purchase of a home that is "Sourced" by the real estate brokerage firm in order to secure sponsorship. I/we understand that when I/we become eligible to start the sourcing process, that I/we authorize the real estate brokerage firm to exclusively manage the ("Sourcing Process") at that time.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DJB _____

I/we understand that the notion of moving “Fast” or “moving-into-a-home” and completing the program quickly may not be realistic and is NOT guaranteed in any particular time-frame.

I/we understand that I/we may be invited to participate in a “tour” by the real estate brokerage firm which may include viewing: (i) inventory properties, (ii) bank owned homes, (iii) short sale properties, and (iv) homes that are generally distressed. I/we understand that the properties I/we may see on a tour may or may not be available to purchase and understand the objective of a tour is to view homes in various stages so that I/we can better understand the sourcing process. I/we further understand that a tour may be used for motivational purposes for program participants that have not completed the program. I/we understand that there may be other program participants on a tour that have completed the program or are nearing the point of completing the program who may be actually looking at homes for acquisition.

I/we understand that the real estate brokerage firm will provide a purchase and sale contract whereas the cost of a Home Warranty Service Plan from Old Republic (or like company/service) will be marked for purchase by the seller or with funding from a grant or state sponsored program. I/we understand that I/we must complete a purchase transaction from a property that is “Sourced” by the real estate brokerage firm in order for the solicitation to pay for the home warranty service plan to be made.

In order to complete the acceptance of the Home Warranty, I/we understand that I/we must enroll and complete the required paperwork within 10 days of purchasing my home (evidenced by a closing). I/we understand that Home Warranty Services are supported by a third party vendor (Old Republic or other like company/service) and agree not to contact the Foundation or the real estate brokerage firm for service, payments, warranty coverages, etc.

I/we understand that the Foundation will make a good faith effort to secure sponsorship funding to acquire a property on my behalf within the parameters outline in this Agreement. I/we understand that the Foundation will make a good faith effort to secure third party funding to cover closing costs along with other fixed costs of the transaction from a sponsor, grant or other government/state sponsored program. I/we understand that not all retail transactions will result in closing costs being paid out of the transaction due to variables that the parties wouldn’t control like the final appraisal.

I/we understand there may be situations in which I/we select a property/transaction that requires me to cover closing costs. I/we understand that it is difficult for any party to determine future costs or expenses so far in advance and will NOT HOLD THE FOUNDATION OR THE REAL ESTATE BROKERAGE FIRM RESPONSIBLE FOR my closing costs when and if the transaction terms change, in such cases where the retail value/appraisal is lower than anticipated or if the type of property we attempt to secure is non-conforming to the program. I/we understand that buyer’s closing costs associated to a purchase of a property are my/our responsibility and that the Foundation is responsible for attempting to pull together a transaction by which buyer’s closing costs could be paid along with other fixed project costs through sponsorship.

I/we understand that the sourcing process comes with many sourcing options and a variety of solutions that require extensive effort from the real estate brokerage firm and the Foundation. I/we understand that the notion of me just picking out any home is not realistic due to the many variables that have to be considered in the selection process.

I/we understand that the quality of the property and the number of amenities available will be based upon my purchasing power.

I/we understand that the more selective I/we are, the longer it may take to complete the sourcing process and graduate from the program.

I/we understand that it is impossible for anyone to predict the amount of time it will take for all the variables to come together to complete the sourcing process and agree to be patient as we navigate the process.

I/we understand that the value of the property I/we select must be at or below the amount a lender is willing to lend once I/we have completed the program. I/we understand properties that are valued higher than the amount I/we can qualify for will not be pursued.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DJB

SOURCING DISCLOSURES & AGREEMENT

I/we understand that once the sourcing process starts, that I/we will continue looking at properties as requested until the sourcing process is completed (as applicable).

I/we understand that it would not be prudent to lock in on a particular property and decide that that any one particular house is the "**The-One**" until I/we have been told that it is time to stop the sourcing process.

I/we understand and agree to follow the sourcing protocols until such time that sponsorship has been achieved and I/we can enter into one of the applicable sponsorship Agreements or a standard purchase and sale agreement.

I/we understand that buying or selling a home can't occur without the services of We Help Brokerage Corporation. I/we understand the process of negotiating, preparing contracts, and the organization that is required to get a program participant through a closing transaction is tremendous. I/we understand that as a program participant I/we will gain access to a team of professionals that are trained to provide these services. I/we understand that I/we could not possibly ("SEE") all the time and effort that goes into helping me, but will take care to appreciate the support and assistance in the sourcing process.

I/we understand that there are two types of real estate professionals; (i) the seller's agent and (ii) the buyer's agent. I/we understand this program is based upon bringing motivated sellers and buyers together to complete a win-win transaction for both parties. I/we understand that purchasing a home outside of our program would mean that I/we would have to deal with a seller's agent who is motivated to market the seller's home with favorable terms for the seller. I/we understand that the goal of a listing agent is to sell the seller's property for the highest possible price with the least amount of concessions and their loyalty is to the seller with whom they have a contract with. I/we understand that in this program the Foundation retains the real estate brokerage firm who will represent both myself and the seller and that this is a mutually exclusive relationship. I/we understand that soliciting or retaining an outside real estate agent is not permissible and that doing so would create confusion and additional work on our team. I/we understand that outside agents do not have the working knowledge of our system and can't possibly be a reliable source of guidance. I/we understand that the Foundation and the real estate brokerage firm **WILL NOT WORK** with an outside agent and any attempt to force this type of activity would be grounds for termination from the program.

I/we understand that when looking at homes I/we should; (i) use a camera to take pictures, (ii) take down notes about the features I/we like and don't like (then communicate that info to the advising team), (iii) look at both the interior and exterior of the properties, (iv) take pictures of the surrounding homes/neighborhood. I/we understand these suggestions will help in the decision making process (once I/we reach the point of qualifying to look at homes).

I/we agree NOT to contact or communicate with a "Sponsor", "Seller" or "Home Owner" before, during or after the negotiation process or for the duration of a rental Agreement (if in a rental agreement). I/we further agree NOT to circumvent the Foundation or the real estate brokerage firm to secure a "Better" deal with the "Seller" or "Home Owner". If it is determined that I/we have contacted and communicated with a seller or home owner as described then I/we may be terminated from the program and I/we understand that I/we may be billed for Services at a rate of $200 an hour (all hours listed in all meeting trackers).

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

SPONSORSHIP PROGRAMS

I/we understand that there are two types or categories of sponsorship programs from which sourcing is derived; (i) Primary and Secondary sourcing methods. I/we understand that primary sourcing methods include (i) inventory properties and (ii) distressed properties. I/we understand that secondary sourcing methods include (i) New Construction and (ii) Rent to Own Conversions. I/we understand each of these types of sponsorships require an Agreement with specific terms applicable to each particular transaction as described below.

I/we understand that the Foundation will use its best effort to secure capital from; (i) a sponsor and/or (ii) a government grant, and/or (iii) a government/state sponsored program to fund the acquisition of a home. I/we understand that sponsorship programs are similar in nature to the investor programs behind large banks in that they determine the criteria from which their money is loaned out to consumers (as an investment). I/we understand that in this program in order for me to be eligible for sponsorship funds that I/we must demonstrate discipline and fiscal literacy.

I/we understand ("sponsorship") is the term used to define the process associated to securing capital or funding on my behalf to acquire a distressed property. I/we understand that sponsorship dollars are only approved by a sponsor in sufficient amounts to cover all the costs in a transaction. I/we understand that sponsorship capital/funding may come from local sponsors that I/we may have the opportunity to meet. I/we understand that each sponsor is different and some may choose to meet me and others may opt to talk to me by phone or not at all. I/we understand that in some cases a sponsor may want to meet me to confirm (in person) my commitment to the transaction. I/we understand that the choice to meet with the sponsor is determined by the sponsor.

I/we understand that in order to secure sponsorship the Foundation may have to disclose my pay, taxes, credit report, and gfc program balance. I/we understand that these and other criteria are used to determine factors like commitment level to determine the risk associated to securing a property or approval of a rent to own. I/we clearly understand that the advising team does not determine sponsorship acceptance, only sponsors can and that the advising team can only help secure sponsorship by meeting the sponsorship eligibility requirements.

I/we agree to follow the instructions of the advising team to improve my credit enough and fully fund the gfc program so that I/we can obtain sponsorship by a sponsor.

I/we understand that if I/we have a bankruptcy, foreclosure or repossession that is reporting on my/our credit profile within the last 36 months, that it is difficult (not impossible) to secure a sponsorship. I/we understand that if I/we do have a bankruptcy, foreclosure or repossession on my/our credit profile that I/we may be expected to wait 18 months to 24 months or more from the date these items were discharged and/or placed on my credit profile before the Foundation can provide sourcing solutions and seek sponsorship.

I/we understand that there are numerous factors involved in sourcing and securing a home; (i) price, (ii) value, (iii) condition, (iv) inclusion or exclusion of amenities, (v) length of time from qualifying for a retail loan, etc. and that because there are so many factors involved that it will most-likely take a significant amount of time to complete the sourcing and acquisition process.

I/we understand that I/we cannot under any circumstances make an offer on a property. I/we understand that only a licensed sales associate from the real estate brokerage firm will make offers on my/our behalf. I/we understand that (i) sourcing, (ii) placing offers and (iii) constructing real estate transactions are to be handled exclusively by designated licensed sales associates that work for the real estate brokerage firm.

I/we understand that I/we may be terminated if I/we attempt to circumvent the Foundation or the real estate brokerage firm by approaching a sponsor or seller and attempting to secure a "better-deal" or attempting to negotiate for services or resources from a sponsor. I/we understand that circumventing the Foundation or the real estate brokerage firm will result in termination from the program. I/we understand that the Foundation may at its sole discretion pursue me/us for lost compensation, or damages arising from my/our actions. I/we agree to pay reasonable legal fees that may be incurred by the Foundation and/or the real estate brokerage firm in attempting to secure compensation or damages due to a breach of this and the other Program Agreements.

I/we understand the Foundation and the real estate brokerage firm will help me navigate the entire process including the sponsorship process to help me and any other party to the transaction achieve what is required to make the transaction work.

I/we understand that in most cases program participants must be ("packaged") which is the term used to describe what the Foundation will do to present my file to a sponsor for sponsorship.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

DISTRESSED ACQUISITIONS AND RENOVATIONS

I/we understand that the general sponsorship requirements for a **D**istressed **A**cquisition and **R**enovation (DAR) are: (i) fully funded gfc of no less than $10,000, (ii) all three credit scores are **640** or higher, (iii) verification of income and employment, and (iv) completion of all course materials provided by the Foundation or any third party, (v) a verified DTI ratio that meets or exceeds retail lender guidelines, (vi) an approval (in-writing) from a lender, (vii) verified proof of funds from a bank account you own reflecting at least $1,500 in savings, (viii) verified proof of funds from a bank account you own with the proper amount of reserves ($2,000 to $3,500).

I/we understand the process of sourcing properties for a custom renovation will require looking at distressed properties that are either (i) bank owned or (ii) listed as a short-sale. I/we understand that the DAR program will involve looking at homes that are most likely ("unattractive") as they have been abandoned and understand that with the sponsorship program properties will be restored to like-new condition. I/we understand that it is important for me to be able to ("SEE") past the ugliness of a distressed property and attempt to ("SEE") the property in its future renovated condition when considering viable properties for selection. I/we understand that if I/we only approve properties that are ("move-in") ready that it will most-likely delay the process.

I/we understand that it may take a significant amount of time for the real estate professionals to make offers and navigate the negotiation process.

I/we understand that custom renovations have limitations and the figures and budgets involved have to be within specific guidelines, parameters and amounts in order to work. I/we understand that the Project-Scope is pre-determined and include variable costs such as; (i) the amount and complexity of the renovation, (ii) the closing costs, (iii) realtor fees and other acquisition costs (all outlined in detail in the sourcing disclosures). I/we understand that these limitations have to be pre-factored to determine whether a property can be acquired and the transaction will support all applicable project costs. I/we understand that due to these factors the notion of picking a house and attempting to force only that house into a DAR is counter-productive and not permitted.

I/we understand the acquisition of a distressed property for a custom renovation will require at least two to three months to secure and possibly up to six months in some cases to complete. I/we understand that once the property is secured it may take an additional 30 to 45 days to renovate the property and another 30 to 45 days to close.

I/we understand that the timeline from ("start-to-finish") could take as long as six months from the point at which I/we have initiated the process. I/we understand that the process of locating and securing a property may be longer than expected due to factors like the negotiation process, the bank taking another offer, rejecting an offer, etc.

I/we understand that until the acquisition process is complete we have no way of truly knowing whether a particular property can be secured or not. I/we further understand that the transaction or acquisition of a property could be delayed or worse not occur due to variables that are not in our control, such as (i) due diligence on the property, (ii) fluctuations in value, (iii) issues with the title, etc.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

I/we agree to continue the process in good-faith with the Foundation and the secondary real estate and mortgage teams (with a positive attitude).

I/we agree to keep looking at homes until the real estate brokerage firm indicates that the acquisition process has been completed and that a property I/we selected has been secured on my/our behalf. I/we understand that once a property has been secured on my behalf that I/we will be required to complete the purchase of only that property.

I/we understand that once a distressed property is purchased on my behalf that I/we will need to meet with the general contractor to review the punch list for the renovation. I/we understand that it is my responsibility to communicate any custom preferences or requests to the advising team which must be documented in a meeting tracker in order for them to be considered in the project scope and budget. I/we understand that any preferences or requests that are communicated to the contractor but NOT documented in a meeting tracker with the advising team may not be completed or considered and it will be at my cost to complete said requests or preferences if I/we bring them up after the renovation has been completed.

I/we understand that the amount of input I/we have on specific amenities and preferences will be based upon the available budget prepared by the general contractor and our advising team. I/we understand that I/we will have input on the color schemes of paint, types of flooring and other general improvements to the property which shall all be documented in a meeting tracker with the contractor and the advising team.

I/we understand that preferences or special requests on the renovation are NOT all guaranteed to be completed. I/we understand that preferences are subject to a pre-determined budget and certain items on my list may or may not be included in the renovation.

I/we understand that the primary objective of a renovation is to bring the property to like-new condition and that will require that all major aspects of the property such as; (i) electrical, (ii) plumbing, (iii) heating and cooling, and (iv) the roof, must all be in like-new condition. I/we understand that the secondary objective is to make sure all other aspects of the home are in like-new or new condition such as; (i) the kitchen, (ii) the flooring, (iii) any other visible aspect of the property must all be in like-new condition.

I/we agree that I/we will not create friction with the general contractor or any sub-laborers by making unrealistic requests for upgrades or amenities during the renovation. I/we agree that if I/we do notice changes that need to be made that I/we will communicate with the contractor and the advising team together and make sure all requests are documented in a meeting tracker.

I/we understand that the starting point for sourcing properties is (“Location”) and agree to identify the general area of town I/we prefer to live. I/we agree to evaluate my preferences on location prior to starting the sourcing process. I/we understand that evaluating my preferences includes; (i) previewing neighborhoods, (ii) considering distance from neighborhoods to place of employment, (iv) considering distance from neighborhoods to schools, parks, churches, public transportation and access to freeways and interstates.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

NEW CONSTRUCTION TERMS

I/we understand that the general sponsorship requirements (eligibility requirements) for a New Construction Agreement are; (i) a fully funded gfc program of no less than $5,000 and no more than $7,500, (ii) a mid credit score of **680** or higher, (iii) a minimum loan amount of $140,000 to $150,000 or more, in order for a new construction sponsorship to be viable.

I/we understand that once I/we meet all three of the ("eligibility requirements") for a new construction sponsorship, I/we will need to meet with our preferred builder to select a lot in an area where land is available.

I/we understand that I/we can only build in areas where the builder can secure land that is ready to be built upon, without restrictions or unusually large fees or impositions from the city, state or any third party.

I/we understand that if I/we own land and desire to have the builder construct a new home on it, that the cost to prepare the property may need to be covered by me/us. I/we understand these costs may include; (i) city utilities, (ii) assessment or impact fees, (iii) access development costs, etc. I/we also understand that some of these costs may be paid by or through sponsorship and that the determination of who pays what expenses will be considered on a case-by-case scenario.

I/we understand that the various aspects to a custom built home such as amenities, number of bedrooms and bathrooms and the overall square footage is determined by several factors including; (i) the loan amount, (ii) the area I/we would like to build in, (iii) the actual amenities requested. I/we understand that depending on these factors some requests for amenities may not be eligible for coverage in the sponsorship because certain amenities may not provide the return in value needed to warrant including them in the construction. I/we understand that if I/we want a particular amenity or upgrade that I/we may have to sacrifice an alternate amenity to keep the project in the budget.

I/we understand that the construction of a home will have limitations and the figures and budgets which all have to be within specific guidelines and parameters in order to work. I/we understand that these guidelines and parameters are preset with a budget and may include variable costs such as; (i) the cost of the land, (ii) the cost of the materials that go into the home, (iii) various development costs, (iv) realtor fees and other closing costs. I/we understand that these limitations have to be pre-factored to determine whether a particular floor plan can be built or the acquisition of land is feasible and the builder can complete a new construction project and cover all the various costs. I/we understand that due to these factors the notion of building on a lot, in any location may not be realistic and the pursuit of such actions can be counter-productive.

I/we understand that I/we will have the option to select from various floor plans and examples of homes that the general contractor (builder) already has designed, that when built will match the loan amount or purchasing power. I/we understand that I/we may submit plans to the builder and sponsor for approval with the understanding that they must conform to the financial strategy necessary to cover building costs, closing costs, realtor commissions, etc. I/we understand that the final approval on a floor plan is determined by the sponsor. I/we understand that any additional costs associated to using plans that are not already approved and in use by the sponsor is my/our responsibility.

I/we understand that I/we will be presented with my ("options") when meeting with the sponsor and/or general contractor (builder).
I/we understand that once a custom built home is built it will take approximately 45 days from the completion date for the closing transaction to occur. I/we understand that when the lender requests it; (i) I/we must execute a purchase and sale agreement, (ii) my file will go into underwriting (5 to 10 days), (iii) once approved an appraisal is ordered (3 to 5 days), (iv) a closing date is set (5 to 10 days). I/we understand these timelines and agree to be patient with the process, the builder, the sponsor, the advising team as we navigate the process and get to closing.

I/we understand that once the land/lot has been purchased that it will most likely take up to 120 days or more to complete the construction of my home.

I/we understand and agree to work with my sponsor and the general contractor (builder) with the objective of not creating friction by making unrealistic requests for upgrades or amenities during the construction of my home.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

RENT-TO-OWN TERMS

I/we understand that the general sponsorship requirements (eligibility requirements) for an **RTO Agreement** are; (i) a fully funded gfc of no less than $5,000, (ii) a mid credit score of **640** or higher, (iii) verification of income and employment subjective to supporting the purchase of the property (iv) completion of any course materials provided by the Foundation, (v) proof of funds sufficient to support the first months rental payment plus $1,500 in savings.

I/we understand that once eligible for an RTO Agreement I/we will be able to select from a current list of existing properties that are under contract with a sponsor and ready for occupancy. I/we understand that the Foundation does NOT guarantee the availability of properties eligible for an RTO Agreement.

I/we understand that the ability to rent is only available as a result of selecting a property that is available. I/we understand that the ability to rent a property prior to purchasing is a courtesy to me that is approved by the sponsor (owner) of the property and that it is NOT guaranteed to me.

I/we understand the Foundation may provide access to home owners (sellers/sponsors) that may or may not allow me to rent their property and that the ultimate decision is made by the home owner not the Foundation or the advising team.

I/we understand that if a property owner (seller/sponsor) decides that they do not want to rent their property to me that the Foundation will continue the sourcing process until; (i) we identify a property that I/we like where the owner will rent, (ii) I/we can complete the program and become loan ready at which point I/we can complete one of the other types of Agreements (DAR or New Construction) and buy a property without renting under the sponsorship programs.

If I/we should enter into an RTO Agreement, I/we understand that rental payments are preset based upon paying the owner's current carrying costs on the property which may include a mortgage, property taxes, insurance, etc. I/we understand that in most cases the rental payment is likely to be higher than my anticipated mortgage payment (principle, interest, taxes and insurance P.I.T.I.) but potentially lower than the retail rental rate for that given area. I/we understand that if the future mortgage payment is $700 and the going rent in the area is $1,200, for example, that my rental payment might end up being approximately $900 to $1,100 per month. I/we understand that for specific properties where the debt service and carrying costs are higher than normal, the rental payment may be higher than normal and that as long as I/we can afford the terms of the RTO Agreement, it is my/our decision to select that property under the terms of an RTO Agreement.

I/we understand that the amount of an RTO payment must be specifically set to cover the seller's mortgage payment and various annual costs like taxes and insurance. I/we understand that no portion of an RTO payment will be credited back to me/us in any way.

I/we understand that if I/we decide to exercise the option to rent, that I/we may be required to rent the subject property for a certain number of months prior to being eligible by the lenders standards for a purchase. I/we understand that it will take up to two months (or longer in some cases) to complete the closing transaction after meeting any applicable time-frames required for rental occupancy by a lender.

I/we understand that if I/we choose to enter into a Rental Agreement that I/we will be able to complete an option to purchase contract prior to occupancy. I/we understand that the option to purchase contract will be converted into a purchase and sale contract once I/we have completed the proper steps necessary to qualify for a loan. I/we understand that I/we must meet all requirements and qualifications for a loan in order to continue to occupy the subject property.

I/we understand that occupancy under an RTO Agreement can occur within 24 to 48 hours of funding the gfc program at $5,000. I/we understand that I/we may be denied an RTO Agreement if I/we have a bankruptcy, foreclosure or repossession within 36 months listed on my credit profile.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

NON CONFORMING SOURCING (NCS) SOLUTIONS

I/we understand that **("Non Conforming Sourcing") (NCS)** solutions may be available to me that include but are not limited to; (i) properties that are not affiliated with an sponsor, (ii) properties with assumable mortgages, (iii) properties with long-term seller financing options **(iv) properties that may be secured by the We Help Housing Trust and made available to me under a lease option agreement with three, five or ten year terms.**

I/we understand that alternate sourcing solutions are typically made available for program participants that require 36 months or more of time before being eligible to purchase.

I/we understand that ("major") credit issues that would warrant an NCS solution would be; (i) bankruptcy, (ii) foreclosure, (iii) short-sale, (iv) unusually large judgments that require five to ten years to pay off. I/we understand having these types of major credit issues make it impossible for sponsor sponsorship and qualifying for a retail loan.

I/we understand that if I/we have major credit issues that I/we do not have to take an NCS solution and that I/we may continue in the program until such time that I/we qualify for sponsorship.

I/we understand that if I/we do want an NCS solution, (assuming the Foundation is able to deliver viable NCS solutions to me), that the terms of each NCS property will vary and include but not be limited to one or more of the following; (i) ongoing program payments each month ranging from $50 to $200 per month, (ii) additional out of pocket costs that I/we must pay monthly, quarterly or annually to facilitate the NCS property.

I/we understand that the Foundation will present viable NCS properties to me that matches my requested preferences, amenities, pricing and location.

I/we understand that the major advantage to an NCS property is that I/we don't have to have great credit to be eligible. I/we understand that I/we may be required to have additional funding to complete an NCS transaction. I/we understand that I/we will have to continue working with the Foundation (the advising team) to improve my/our credit while I/we am living in the NCS property but I/we have the time necessary to get past the major credit issues that are stopping me from qualifying now. I/we understand that I/we will be required to pay monthly program payments that range from $50 to $200 or more in order to continue receiving assistance from the Foundation. I/we understand that additional terms and conditions will apply to an NCS transaction which will be defined in separate Agreements and contracts drafted, prepared and made available for review within three business days of completing an NCS transaction (occupancy).

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

ESTIMATED VALUES

I/we understand that it is critical to know the value of a property in order to properly determine whether a property is obtainable or not.

I/we understand that our team of real estate professionals (a licensed sales associate) will complete a current marketing analysis (CMA) to determine an estimated value.

I/we understand that if a property needs a renovation the estimated value will be determined by an after repair value (ARV) which is an estimate of value based upon the property being brought to full market value.

I/we understand that both the CMA and ARV are estimates that we initially establish to secure the financial terms from which we can source sponsorship capital from either a sponsor, seller or from a government/state program or grant.

I/we understand that once an estimated value has been determined, all the program parameters can be determined more accurately which is critical in determining the viability of a transaction or acquisition of a property.

I/we understand there are various online resources and websites that provide information to consumers on determining the values of properties. I/we understand that these websites are often unreliable in their value estimates by up to 15% or more in some cases. I/we understand that values from websites can be off because they generate values based on averaging all sales in an area, whereas a trained professional appraiser will determine value using only similar comparable sales with an “adjustment” process that online sites don’t provide. Example: Our estimated value on a property may be $140,000 but an online website has it for $128,000 and the site is supporting this value based upon a sale at $100,000 and one at $105,000 for houses in the same neighborhood – the issue is that these transactions were for smaller homes that were cash-only investor specials. I/we understand that the retail value of a property can’t accurately be determined from those types of properties without completing an actual appraisal. I/we understand an Appraiser is hired to look in-depth at the comparable sales in the area that are (“Move-in ready”) like-new homes. I/we understand that foreclosed homes or distressed properties are often sold for less and therefore are not (“similar”) in nature to other homes that are not distressed. I/we understand that Appraising involves “adjustments” that require the expertise of someone that can properly analyze comparable properties and come up with a more accurate value.

I/we understand that I/we don’t have the expertise, experience or other resources to accurately assist with the process of determining the value of a property. I/we understand that my opinion of value would not be considered in any way unless I/we paid to have an **appraisal performed**.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP DTB

ACTUAL VALUES (THE APPRAISAL)

I/we understand that the actual value of a property is determined by a third-party appraisal company which is ordered by a lender. I/we understand the purpose of the appraisal is to provide the lender with a written opinion of value for the property.

I/we understand that if I/we were to go outside of this program, I/we would be responsible for the costs associated to the appraisal (a buyer's cost). I/we understand that the Foundation will negotiate on my behalf and attempt to get the sponsor to cover this cost for me/us as part of the sponsorship funding. I/we understand the lender will require that the appraisal be ordered by a third-party appraisal Foundation, a professional that has no affiliation with you, us or the seller.

Lower Value: I/we understand that in today's market we all are aware that values may fluctuate up or down. I/we understand that if the actual-value from the lender's appraisal is lower than the estimated-value, then it is reasonable to assume that all parties of the transaction would authorize an adjustment of the purchase to the appraised value depending on the variance (difference in price). I/we understand that only the seller/sponsor can permit us to "Adjust" the purchase price down to the actual-value. I/we understand that if the value is too low then we may have to cancel the contract and find another property.

Higher Value: I/we understand that in scenarios where the value is appraised higher than our estimated-value then the purchase price will go up to match that higher value (unless my loan to value doesn't support it). I/we understand the adjustment up to a higher purchase price can only occur if buy at that higher amount is possible. I/we understand that in some cases the value may be higher than my/our purchasing power, which means that I/we would be able to purchase the property at my maximum lender allowed amount. I/we understand that I/we would gain equity in cases where the value exceeds my/our maximum loan amount.

I/we understand the advantage of being a program participant is that I/we don't have to haggle with the seller/sponsor on the purchase price as that is determined first by an estimate and then confirmed by the lender through a third party appraisal.

PLACE YOUR INTIALS HERE INDICATING THAT YOU HAVE READ THIS PAGE: EP _____ DTB _____

Signature Page

I/we understand that the statements, terms and procedures (the "Policies") contained in the "documentation" provided constitute the entire Agreement (the "Agreement") between me/us and the Foundation as evidenced by my/our signature below and my/our initials on each page of each document.

Documentation Reviewed and Initialed

1. Housing Ownership Benefits
2. Housing Advising Program Benefits
3. Housing GFC Program Benefits
4. Personal Conduct Agreement
5. Sourcing Disclosures & Agreement
6. Housing Disclosures & Agreement

IN WITNESS WHEREOF, I/we hereto have affixed my/our hands and seals on the date listed.

Printed Name	Signature	Date
Emmanuella Prosper	Authentisign Emmanuella Prosper 11/2/2016 11:06:57 AM EDT	11/02/2016
Deangelo T Barkley	Authentisign Deangelo T Barkley 11/1/2016 5:19:26 PM EDT	11/01/2016