



Milestone

Mergers & Acquisitions



Bank Partnership

What is Bank Partnership



Bank Partnership is a Joint Venture that allows you to keep 90% ownership.



Provides you upfront cash payment.



Allows you to close loans in all 50 states.



Exempt from State licensing.

What is Bank Partnership



Access to Banks warehouse Line at a reduced cost to you.



Accounting, IT, HR and Compliance services if desired.



Bank buys in for 10% economic ownership and 25% voting ownership.



No Changes to your company at all. Continue to run the business exactly the same as it is now. Same name. Same location.

Bank's Goals



Develop commercial banking relationships. The bank would like their partners to bank with them.



Mortgage Company will receive preferential rates and service levels for their banking needs.



Run the loan volume through their secondary marketing department.



Partner with companies that close between \$20 - \$100 million per year.

Why would an Owner want to do this?



Relive Stress. Off load areas you don't want to manage.
Accounting, Compliance, Secondary, HR, IT.



You can focus on growing loan volume.



You get to continue running your business exactly the same
as before the partnership.



Bank Partner provides resources you cannot afford yourself.

Case Study

ABC Mortgage

- ▶ \$120 Million per year in Loan Volume. \$290,000 in Profit
- ▶ Bank Partner buys in at a cost of 10 bps plus 50% of EBITDA.
- ▶ 10 Bps on volume= \$120,000. 50% of EBITDA (Profit)= \$145,000.
- ▶ Your upfront cash payment from Bank Partner is = \$265,000.
- ▶ You still own 75% of the company.



Bank Partnership