



Business leads or deals sourced by CMB Approval Centre will require processing. In minor cases where CMB provides leads, to CMB Agents or Brokers for processing, the lead may require more than one CMB Agent or Broker to process the sale. Below are the splits and rules that apply to a sale when more than one CMB Agent or Broker processes the same lead in the PipeDrive Sales Stages.

Commission Split for Leads in each PipeDrive Sales Stage

Lead In Activity / Interview	5 %
Application / CMB Deal Review / Lender Submit	15 %
Approval & Client Sign-up	10 %
Lender Conditions / Funded	10 %
Total Available for CMB Leads	40 %

1. Leads will be contacted within 2 hours after Lead is logged as received into PipeDrive, or next business day by 10:00 AM.
2. All activity on each lead is logged into PipeDrive, and a next action, task or followup is scheduled by the CMB Agent or Broker.
3. CMB Agent / Broker availability will be updated at all time in Acuity Scheduling.

CMB Approval Centre can move a lead to another CMB Agent / Broker if;

- A lead contacts the brokerage directly for immediate assistance
 - A lead wants to schedule an interview, but was unable to do so with the original assigned agent
 - An appointment was changed, cancelled, or missed
 - No actions or activities are being added to the lead profile
 - Inactivity on the Lead
 - CMB feels the probability of closing or funding is possible with a move of the lead to another CMB Agent/Broker
4. Agents/brokers may negotiate the 40% and come to an agreeable split, BUT are not obliged to accept a split not mandated by CMB. See above chart.
 5. CMB Worksheet and items collected during application stage is copied to the Pipedrive Lead.