

Updated : April 11, 2017

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.
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

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4. Agents/brokers may negotiate the 40% and come to an agreeable split.