



BariStar / Our 2024 Preferred Partner Program

At Community Trust, we care about creating innovative ways to recognize and reward you for your excellence and collaboration with us. This is why, in addition to providing you with quality service and products, we offer our Preferred Partner Program – BariStar – which gives you exciting benefits and rewards for your commitment and dedication to our partnership. We are pleased to provide details of our 2024 program below:

Account Level ¹	★	★★	★★★	★★★★	★★★★★
Annual volume ²	\$5M - \$9.99M	\$10M - \$19.99M	\$20M - \$29.99M	\$30M - \$49.99M	\$50M+
Additional compensation ³			+5 BPS	+10 BPS	+15 BPS

1. Effective from January 1, 2024, all star levels achieved during 2023 will resume at the same level for 2024.
2. Annual volume requirements are based on funded volume achieved during the 2024 calendar year.
3. Additional compensation begins the month following the funded volume reaching the tiered level, after which this additional compensation will be paid on all terms.

Individual level	Annual volume	Commit to fund ratio ⁴	Priority service	Renewals compensation
Prestige	\$5M - \$9.99M or 12 funded deals	60%	✓	10 BPS (min. \$750)
Elite	\$10M - \$14.99M or 24 funded deals	60%	✓	15 BPS (min. \$750)
Premium	\$15M+ or 36 funded deals	60%	✓	20 BPS (min. \$750)

4. A minimum 60% commit to fund ratio is required, in addition to the volume requirements, to qualify for additional compensation and benefits. This ratio is calculated using the total number of funded deals submitted divided by the total number of files committed by Community Trust.

Standard fees	1 Year term	2 Year term	3 Year term	5 Year term
Finder fee	50 BPS	60 BPS	90 BPS	100 BPS
Lender fee	1%			

This program is subject to change or cancellation without notice. The invitation to participate in this program is non-transferable. Community Trust reserves the right to discontinue the program with a partner at any time for any reason whatsoever. All requirements must be met to qualify for additional compensation and benefits. Community Trust has absolute discretion to determine if a partner is entitled to additional compensation and benefits.