

COMMITTEE IDENTITY

COMMITTEE NAME:

Non-Delegated Correspondent Lending Committee

STRATEGIC IDENTITY:

The Advanced Operators

The broker channel offers powerful flexibility and opportunity, but as brokerages grow, some begin exploring correspondent lending models. Correspondent lending introduces a new level of operational complexity, capital risk, compliance responsibility, and infrastructure requirements. Many brokers are curious about correspondent lending but lack clear, unbiased education on what it truly requires. The Non-Delegated Correspondent Lending Committee exists to provide clarity. Its role is to help brokerages understand when correspondent lending may or may not be appropriate and what operational readiness is required before pursuing it. The goal is not to promote correspondent lending.

The goal is **informed decision-making and operational preparedness.**

COMMITTEE MISSION

The Non-Delegated Correspondent Lending Committee exists to educate mortgage professionals about the operational, financial, and regulatory realities of correspondent lending.

The committee provides resources to help brokerages evaluate whether correspondent lending aligns with their business model and to ensure that those who pursue it understand the responsibilities involved.

The committee strengthens the industry by promoting responsible growth and informed operational decisions.

SCOPE OF RESPONSIBILITY

The committee operates across four primary domains.

Correspondent Lending Education

Provide clear, unbiased education about the correspondent lending model and how it differs from wholesale brokering.

Operational Readiness

Help brokerages understand the infrastructure required to operate a correspondent lending platform.

Risk Awareness

Educate brokers about financial exposure, compliance obligations, and capital requirements.

Industry Dialogue

Create forums where experienced correspondent operators can share insights with brokers exploring this model.

STRATEGIC OBJECTIVES & OPERATING PRINCIPLES

Strategic Objectives

The Non-Delegated Correspondent Lending Committee operates with three core objectives:

Increase Industry Understanding of Correspondent Lending

Provide clear, unbiased education about the correspondent lending model and how it differs from wholesale brokering.

Improve Operational Readiness

Help brokers understand the operational and compliance requirements associated with correspondent lending.

Reduce Industry Risk

Encourage thoughtful evaluation before brokerages pursue correspondent lending models.

Operating Principles

Committee members operate according to the following principles.

Education Before Promotion

Information should help professionals make informed decisions rather than promote specific business models.

Operational Transparency

Correspondent lending introduces meaningful operational responsibilities that must be clearly communicated.

Industry Integrity

Committee initiatives should strengthen professionalism and stability within the mortgage industry.

Balanced Perspective

Provide realistic insights into both the advantages and challenges of correspondent lending.

LEADERSHIP STRUCTURE

Each committee follows the standard AIME committee leadership structure.

Committee Chair

The Chair provides leadership and oversees the execution of the committee's charter.

Core Responsibilities Include:

- Lead committee meetings and establish agendas
- Guide development of committee initiatives
- Coordinate educational resources and programming
- Ensure committee deliverables are completed
- Report committee progress to AIME leadership
- Represent the committee within the organization

The Chair is accountable for the committee's performance.

Committee Vice Chair

The Vice Chair supports initiative execution and leadership continuity.

Responsibilities Include:

- Assist with initiative development
- Track project progress and timelines
- Support committee member participation
- Lead meetings when delegated
- Prepare for future leadership responsibilities

Committee Members

Members provide experience and insights from brokerage operations, correspondent lending, and mortgage infrastructure.

Members should actively contribute to committee discussions and deliverables.

Responsibilities include:

- Participate in committee meetings
- Contribute operational knowledge
- Support educational initiatives
- Share real-world experiences from the industry

COMMITTEE COMPOSITION

Ideal committee members include professionals with experience in:

- Correspondent lending operations
- Secondary marketing and capital markets
- Mortgage operations and underwriting
- Mortgage brokerage leadership
- Mortgage compliance and risk management

Members should represent a balanced mix of broker operators and correspondent lending professionals.

OPERATING CADENCE & REQUIRED OUTPUTS

Meeting Frequency

Committee meetings occur every

3 to 4 weeks.

Reporting Structure

- Monthly internal updates to AIME leadership.
- Quarterly KPI reporting for Board review.
- Annual strategic planning presentation to the Board in November for the following year.

Required Outputs

The committee must produce three types of outputs.

Quarterly Deliverable (QD)

A major resource designed to educate the industry about correspondent lending.

Examples include:

- Correspondent Lending Fundamentals Guide
- Broker-to-Correspondent Transition Framework
- Correspondent Risk Awareness Toolkit
- Operational Readiness Assessment Guide

Monthly Visibility Action (MVA)

Public-facing actions that contribute to industry education.

Examples include:

- Educational videos explaining correspondent operations
- Industry discussions on correspondent lending risks and benefits
- Case studies from correspondent operators
- Educational posts within the AIME community

Monthly Report

Reports should include:

- KPI progress
- Initiative status
- Industry insights gathered by the committee
- Risks or trends affecting correspondent lending
- Strategic recommendations for AIME leadership

2026 EXECUTION PLAN

Q2 2026 - Foundation

Understanding the Model

- Develop the Correspondent Lending Fundamentals Guide; explaining the correspondent lending model, including operational responsibilities, regulatory requirements, and financial considerations
- Document key differences between wholesale brokerage and correspondent lending operations
- Collect insights from experienced correspondent operators regarding common challenges

KPIs

- Correspondent Fundamentals Guide published
- Educational resources developed
- Industry operator insights collected

Q3 2026 - Visibility

Industry Education

- Deliver educational programming on correspondent lending at FUSE
- Provide sessions focused on operational readiness and risk management
- Encourage balanced discussion about correspondent lending within the broker community

KPIs:

- Two correspondent education sessions delivered at FUSE
- Strong engagement from broker attendees
- Cross-committee collaboration on programming

Q4 2026 - Permanence

Responsible Industry Growth

- Develop a Correspondent Readiness Assessment Tool — helping brokerages evaluate whether they are operationally prepared to pursue correspondent lending
- Document operational benchmarks for correspondent lending platforms
- Present recommendations to the AIME Board for future correspondent education initiatives

KPIs:

- Readiness assessment tool published
- Operational benchmark insights collected
- 2027 strategic priorities defined and presented

KPI FRAMEWORK

Leadership KPIs

Chair

- 90 percent charter execution rate
- 100 percent meeting cadence maintained
- Monthly reporting completed on schedule
- At least one cross-committee collaboration each quarter

Vice-Chair

- 95 percent task execution reliability
- Support initiative development
- Maintain committee engagement

Members

- 75 percent meeting attendance
- One meaningful contribution per quarter
- 90 percent task completion rate

Committee Specific KPIs

Correspondent Education Engagement

Number of professionals participating in correspondent education initiatives.

Operational Readiness Awareness

Number of brokerages utilizing readiness assessment resources.

Industry Insight Contributions

Operational case studies and educational materials produced.

Event Participation

Attendance and engagement in correspondent lending educational sessions.

REPORTING TO LEADERSHIP

Quarterly reports should include:

- Deliverables completed
- KPI progress
- Industry insights gathered
- Event programming contributions
- Strategic recommendations
- Risks affecting correspondent lending adoption

Board reports should summarize:

- Objectives vs results
- Industry education impact
- Operational insights
- Next-quarter priorities

SUCCESS DEFINITION

The Non-Delegated Correspondent Lending Committee succeeds when:

- Mortgage professionals clearly understand the responsibilities of correspondent lending.
- Brokerages pursue correspondent lending only when operationally prepared.
- Industry conversations around correspondent lending become informed, balanced, and realistic.
- The broker movement grows through disciplined operational expansion rather than risky experimentation.