

LEAD STATUS RULES

1 BAD CREDIT/IN CREDIT REPAIR



2 CASH BUYER



3 NURTURE



4 ROAD MAP TO HOME OWNERSHIP

5 PENDING APP/DOCS: NEW CLIENT - CHECKLIST



6 APP IN-PENDING DOCS: NEW CLIENT



7 DOCS-IN STRUCTURING



8 CLOSED LOAN

9 ECOM DEAL

10 MEET OR BEAT



11 ORDER VOE



12 LENDINGPAD ACTIVE DEAL

13 PRE-APPROVED DEAL: PRE-APPROVAL SENT



14 PRE-APPROVED DEAL: HOME HUNTING

