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Comments:

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Comments:

I would like to comment on your trying to eliminate YSP for mortgage brokers. I have read several comments by other mortgage industry professionals. I have read comments from people outside of the mortgage industry. Everyone would have to agree this is a limitation on free commerce. If you really want to start changing the mortgage industry you should start by changing the people who work in it. The new rules are only hurting the 98% of the people who have worked in this industry for decades and provide fair and honest services to consumers. The Bad people are bad people. The criminals will find a way around your new rules because that is what criminals do. They break rules for their personal gain. If you hide behind the guise of being a banker, but you are a criminal, will that make the crime more legitimate? Now with that being said I would like to hear back how you anticipate everyone who works on 100% commission, and does not currently get paid for efforts on deals that do not close, how will they be compensated as you eliminate the ability to command a fair income on deals that do close. Will the burden fall on the small business owners who will now be required to give a base salary or hourly wage? Will they have to change their entire business model to stay in business? How is it that a decision that effects small businesses across America does not have to be voted on by the people we elected to represent us? When Brokers only have a flat fee or severely reduced fee, how will they be able to use their earned compensation from the lender to offset expenses to the borrower by giving broker credits towards vendor fees? How is adding miles of paperwork to the system going to help bring more qualified individuals to the industry? When you want to add professionalism to an industry in turmoil, why would you want to eliminate the ability to make fair compensation? If you were trying to attract the CEO of a major corporation to join your corporation and straighten it out would you offer them a substantial pay cut and no guarantees? How about you hire some cut rate desk clerk to run your corporation but they will do it for the \$10 an hour and a nice \$100 flat fee bonus every time they

save you a million bucks? America was built on incentive. The dream that you can be anything you want to be because WE are the land of opportunity, not the land of over-regulation. Competition breeds innovation and cost savings to the people who use the products. It is what makes us faster, better, stronger and drives us to move forward. How will the hard deals get done if there is no incentive to work harder? Where will the experienced loan officers go if there is no opportunity to do better. Sure we could join the regular, corporate America and wait for our boss to die so we can get promoted. We could play the water cooler politics game, crawl over each other for a promotion, but most loan officers wanted the opportunity to set their own destiny. That is why they are in sales, that is why they call them loan originators, not order takers. When you take away the free trade, the incentives, the opportunity to be able to earn a legit living you will just promote the good guys to go elsewhere. Spend the money on catching the bad guys, not on creating more paperwork and hassle. Send a message to everyone that crime does not pay. Don't make it so our jobs don't pay. That does not stop crime. That just moves it to another industry. You cannot over-regulate every industry out there. You want to witness the train wreck. Look at HVCC and see what damage was done by that and then look 2-3 years down the road when all the experienced appraisers have left the industry. How many new appraisers are you creating? As people retire and leave the business you are going to be left with people who will require higher compensation to facilitate the orders because there will be less appraisers doing the job. Will you cut their pay too or just give it all to the Appraisal Management Companies and let the clerks working there, who have no idea what an appraisal is, try to navigate orders on a national level. I could go on and on about this because I am second generation in the business with over 21 years of experience. My parents have over 45 years experience and we have seen several ups and downs in the business. The real train wreck, the real tragedy is when the government steps in and tries to fix it. The bank bail outs. The newly added, uneducated regulations. If you want to fix an industry then you should let the industry professionals who work there do it for you. Free trade and innovation will overcome the problems. Not government contracts and corruption where deals go to political contributors and corporations where politicians hold stock and see profit. That is as criminal as anything we have seen from the mortgage industry.