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Comments:

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Disclose, disclose, disclose....that's what you want...right? I'm about as honest a mortgage broker as you can get so give options to the consumer. You think we are hiding our ysp or somehow "snaking" the customer into a bad loan. I always give my clients two options....one GFE with an Origination Fee and one GFE without an origination fee. Yes, the rate will be different but when I show them the difference of paying a point and not paying a point they usually go for the higher rate and save the origination. Maybe a new disclosure showing both scenarios and the customer signing the scenario of choice would be a good option. This way the lender can assure the broker has given a customer options. Oh yes.....the GFE isn't the reason our industry has collapsed. Don't spend too much time on this....there's bigger fish to fry!!!