



Broker & Referral Partner Program

Broker

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A Broker is an individual that serves as a consultant, liaison, or intermediary for a borrower. This typically means that the Broker is either our point of contact for each transaction, or they are significantly involved and included in all communications. Brokers must have all licensing required for their jurisdiction.

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Brokers are typically paid points on all loans closed with WCP by their borrower client. If for any reason an individual who typically serves as a Broker does not have the desire or ability to serve in a true Broker capacity, they may pass a borrower along to WCP and collect a Referral Fee instead of a Broker Fee.

Referral Partner

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A Referral Partner is an individual that brings a qualified borrower to WCP. Referral Partners do not typically stay involved in the transaction beyond the introduction, as their primary goal is to connect the borrower with WCP then remain hands-off after the loan closes. Referral Partners do not require any licensing.

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Referral Partners are typically paid a flat fee for loans closed by the borrower they refer to WCP. This is because they remain hands-off after the introduction is made. If a Referral Partner wishes to be paid points on all loans closed with WCP by their borrower referral, they must be serving in a true Broker capacity as defined above.

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To get started as either a Broker or a Referral Partner, simply contact your WCP Associate, or visit www.wcp.team/brokers and submit the quick form. From there you will sign a Broker/Referral Agreement and begin making money from brokered or referred loans closed with WCP.