



A MESSAGE FROM ROB AND STEVE

October 26, 2006

To: Area Sales Managers, Account Executives

Cc: Division Managers, Region Managers, Region Sales Managers

Reclaim Past Brokers and Fill Your Wallet

Lose something? While you weren't looking, your competitors reached in and snatched something very important from your wallet/purse - a big stack of brokers. But you can get them back by offering the best sales propositions in the business: YOU, phenomenal service, a diverse product line, and FastQual to name a few. AEs and ASMs who fund loans during the months of November and December with "non-producing" brokers (brokers who haven't funded a loan since August 1, 2006) will earn an extra 10 basis point commission. That's definitely worth your while. See below for full contest rules, then go claim your cash.



Who:

- Area Sales Managers and Account Executives who have held the position of an Account Executive or Area Sales Manager since August 1, 2006.

What:

- Extra 10 basis point commission for volume funded from any approved broker or correspondent who has not funded with New Century in 90 days preceding November 1, 2006. Broker code must have been opened by August 1, 2006.

When:

- Contest dates are November 1, 2006 through December 31, 2006.

Qualifications:

- AEs and ASMs must exceed 10 first lien fundings in November 2006 and December 2006 to qualify for the contest.
- Alt-A and 2nd lien volume are NOT eligible for the 10 basis points commission.
- AEs and ASMs who are eligible to produce prime loans are NOT eligible for the contest.
- Commission for the contest will be paid on or about February 20, 2007.

Example:

Month of November:

8 first liens from producing brokers or correspondents: AE or ASM receives normal commission

6 first liens from non-producing broker or correspondent: AE or ASM receives normal commission **and** an additional 10 basis points on the 1st lien non-prime volume of those loans.