



**CHEIFS** | Converting home equity  
into financial success

## Advisor Guide



# Introducing CHEIFS

A transformational holistic planning opportunity where everybody wins. CHEIFS is not a loan, which means no interest charges or monthly payments. Instead, Cornerstone purchases a minority fractional interest in the home, converting dormant home equity into tax-free cash.

The process starts with two key questions: Are eligibility requirements met and how much cash can be made available? From there, the process to obtaining a CHEIFS is as follows:

## Step 1

### Advisor Planning

Work with your clients to identify how CHEIFS can support their financial goals, from retirement to wealth-building strategies. With CHEIFS, you can craft a financial solution that fits your vision.

## Step 2

### Schedule a CHEIFS Consultation

Product education is vital to client understanding and trust. A Cornerstone-led demonstration with your client can be scheduled to review eligibility and a pre-application overview to help confirm the value of CHEIFS.

## Step 3

### Application Process

A Cornerstone Relationship Manager will guide your client through the application process, including collecting essential details, and upon receiving your completed application, provides the initial Disclosure Statement.

## Step 4

### Fulfillment

Cornerstone initiates fulfillment by gathering third-party reports, including credit, appraisal, and title. Upon underwriting approval, a Commitment Letter with an updated Disclosure Statement is provided, specifying final terms.

## Step 5

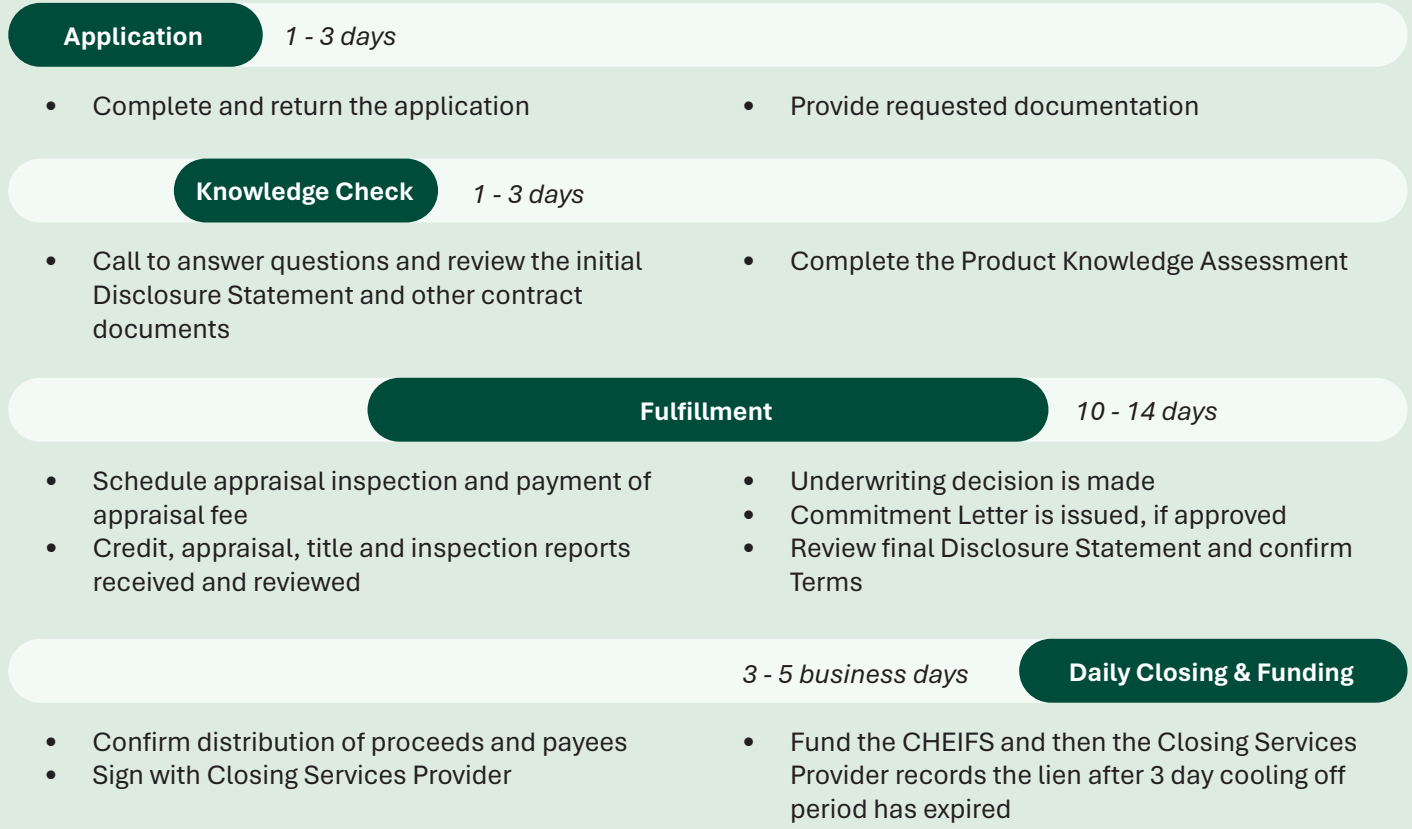
### Closing and Funding

Cornerstone will schedule a closing and guide your client through the final steps, which includes executing the CHEIFS Agreement and final Disclosure Statement, outlining terms and fees. Funding occurs after the three-day "Cooling Off Period," with an option to cancel at no cost during this time.

By actively engaging in each step, you empower your clients to navigate the CHEIFS process with clarity and confidence, enhancing their financial future while **solidifying your position as their trusted advisor.**

# CHEIFS Estimated Timeline

**As fast as 15 - 25 days!**



## Unlimited Advisor & Market Potential

### Audiences

- Life Insurance Advisors
- Annuity Advisors
- Long-Term-Care Advisors
- RIAS & Wealth Advisors
- Retirement Specialists
- Elder Care Attorneys
- Trust & Estate Attorneys
- Financial Planners
- Premium Finance Brokers
- CPAs
- Charitable Organizations
- Realtors
- Trust Departments
- Home Health Care Agencies

### Applications

- Life Insurance
- Long-Term-Care
- Annuity Products
- In Force Financing
- Premium Finance Rescue
- Life Settlement Rescue
- Private In-Home Healthcare
- Charitable Donations
- Social Security/401k Deferral
- 529 Plans
- Divorce Equalization
- Special Needs Trust
- Debt Consolidation
- Home Improvement

# Fact Sheet

General Information	
<b>Convert Home Equity to Tax-Free Cash For:</b>	Investments, Life Insurance, Annuities, Long-Term Care, In Home Care, etc.
Funding Product Terms	
<b>Funding Product Description</b>	<b>Cornerstone Home Equity Insurance/Investment Funding Solutions (CHEIFS)</b> CHEIFS is a minority fractional investment in residential real estate
<b>Term</b>	The earlier of voluntary repayment, sale, non-occupancy, or death
<b>Origination Fee</b>	1.5% of CHEIFS Proceeds
<b>Payoff Cost</b>	See Payoff Table (page 5)
<b>Maximum Annualized Payoff Cost</b>	12.99%
<b>Age Requirement</b>	None
<b>Trust Owned Residence</b>	<b>Revocable Trust</b> permitted (Irrevocable Trust eligibility currently under review)
Eligibility Requirements	
<b>Minimum Home Equity</b>	\$300,000+
<b>Maximum Current Loan to Home Value Ratio</b>	50%
Proceeds Calculation	
<b>Current Loan to Home Value Ratio</b>	Existing mortgage debt / home value (expressed as a %)
<b>Maximum CHEIFS Equity Share</b>	50% of home value minus Current Loan to Home Value Ratio
<b>CHEIFS Proceeds %</b>	$1 \div 2.25 = 44.44\%$
<b>Proceeds to Homeowner</b>	44.44% of CHEIFS Equity Share
<b>TRANSACTION EXAMPLE A \$1,000,000 Home with a \$200,000 mortgage</b>	<ul style="list-style-type: none"> <li>\$200,000 existing mortgage = <b>20% Current Loan to Home Value Ratio</b></li> <li>50% of Home Value – 20% = <b>30% CHEIFS Equity Share</b></li> <li><math>44.44\% \times 30\% = 13.33\%</math></li> <li><math>13.33\% \times \\$1,000,000 = \mathbf{\\$133,333}</math> Proceeds to Homeowner</li> </ul>
Property Information	
<b>Eligible States</b>	Arizona, California, District of Columbia, Florida, Ohio, Massachusetts, Missouri, Pennsylvania, South Carolina
<b>Eligible Property Types</b>	Single Family Residence, Condominiums, and PUDs
<b>Ineligible Property Types</b>	Manufactured homes, 2-4 unit, investment properties, mixed use properties except home office, commercial properties (non-residential use is primary use) cooperative units, other unique properties
<b>Home Valuation</b>	<b>Home Value</b> is the fair market value of the Residence, based on an <b>Independent Appraisal(s)</b>

# How CHEIFS Work: Payoff Examples

Initial Home Value

Maximum Annualized Payoff Cost

Home Appreciation

Policy Premium

Maximum Cornerstone Home Investment %

**1.0m Home**

**12.99%**

**3%\***

**\$200K Policy Premium**

**45%**

Claim Year	Home Value	Cornerstone Home Investment (%)	Annualized Payoff Cost (%)
1	\$1,030,000	21.94%	12.99%
2	\$1,060,900	24.07%	12.99%
3	\$1,092,509	26.40%	12.99%
4	\$1,125,509	28.96%	12.99%
5	\$1,159,274	31.77%	12.99%
10	\$1,343,274	45.00%	11.70%
15	\$1,557,967	45.00%	8.72%
20	\$1,806,111	45.00%	7.26%
25	\$2,093,778	45.00%	6.40%
30	\$2,427,262	45.00%	5.82%

The Cornerstone Home Investment % never exceeds the Maximum Cornerstone Home Investment %

\*Assumes 3% annual home appreciation

## FAQs

<b>Is Title Insurance required?</b>	Yes, or other form of title verification is required
<b>Do CHEIFS have a Prepayment Penalty?</b>	No Prepayment Penalty
<b>Are CHEIFS a Non-Recourse transaction?</b>	There is no personal liability for payment of the Homeowner's obligations under this Agreement.
<b>Who is a party to the Agreement?</b>	All homeowners and, if applicable, their spouse or domestic partner(s) must sign the Agreement regardless of occupancy status.
<b>Can the Homeowner make improvements post origination?</b>	Yes, and homeowner receives credit for value of improvements/alterations.
<b>Is there a minimum FICO to qualify?</b>	Yes, the minimum representative score must be at least 680
<b>Are senior liens allowed in front of a CHEIFS?</b>	Yes, a CHEIFS can be done in second lien position behind fully amortizing and interest only mortgages.
<b>Will my home value or occupancy status impact my available CHEIFS proceeds?</b>	Yes, second homes and homes with values over \$3,000,000 will be subject to lower CHEIFS proceeds.

# State Disclosures

## General.

Cornerstone Financing LLC has its principal office at 400 Broadacres Drive, Suite 260 C1, Bloomfield NJ, 07003. Our toll-free number is (855) 462-4343.

In Ohio, Cornerstone Financing LLC is doing business as “Domus Funding LLC.”

In California, Cornerstone Financing LLC's wholly owned subsidiary, Domus Funding Corp., a California corporation, offers the HEI product.

## State Specifics.

Cornerstone Financing LLC – NMLS #2557707 [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)

The following state licenses are held by Cornerstone Financing LLC (except where indicated):

- ARIZONA – Premium Finance Company License #1051390
- CALIFORNIA – DRE Real Estate Corporation License #02248492 (Domus Funding Corp)
- DISTRICT OF COLUMBIA– Real Estate Organization License #REO40000409
- FLORIDA – DBPR Division of Real Estate # CQ 1070295
- OHIO - Premium Finance Company License #PF.200248.00 (dba Domus Funding LLC)
- PENNSYLVANIA – State Real Estate Commission #RB 069985
- SOUTH CAROLINA – Real Estate Office License #27809

Cornerstone’s home equity investment (HEI) product is not offered under state mortgage lending licenses.

In Arizona, the HEI product may be, but is not in all cases, offered under Cornerstone’s premium finance company license. When offered under a state’s premium finance company license, investment amounts and related features of the HEI product will be specific to the provisions in the applicable state’s premium finance company act.

When offered under a real estate broker (or similar) license, investment amounts and related features of the HEI product will be specific to the provisions in the applicable state’s real estate broker laws. Cornerstone does not act as an agent or broker on behalf of any third party, and no agency relationship is established between Cornerstone and a customer related to an HEI agreement.

*In the states where Cornerstone offers the HEI product but does not hold a license, the HEI product is not offered under any license.*

*Cornerstone is not licensed in the state of New York and does not offer HEI products or solicit business related to properties located within New York state.*

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