



**CHEIFS<sup>®</sup>** | Converting home equity  
into **financial success<sup>®</sup>**

## Advisor Guide



Powered by Cornerstone, an insurance and investment funding company

# Important Information

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## **All examples in this Advisor Guide are for illustration only.**

CHEIFS is a home equity investment agreement (or “HEI”), not a loan. This is not an offer or commitment. CHEIFS is subject to underwriting and approval, including property appraisal(s) and verification of credit history, property condition, title, and property insurance, among other things. The subject property may not be in foreclosure or bankruptcy. Performance of the CHEIFS agreement is secured by a mortgage or trust deed, depending on the state, in no lower than second lien priority. Minimum investment amount is \$70,000. Owner-occupied, 1-2 unit residential properties only. Homeowner to pay an origination fee of 1.5% of the investment payment, plus appraisal, title, recording fees, and other closing costs. Homeowner must occupy and maintain the property and remain current on property insurance, taxes and assessments. Terms may vary and are subject to change. Additional conditions apply. Not available in all states.

Cornerstone acts for itself, as the investor, and not as an agent or broker for the homeowner or any third party. There is no agency relationship between Cornerstone and a homeowner related to CHEIFS agreement.

Cornerstone and its employees do not provide legal, financial or tax advice. Homeowners should always consult with their own financial, tax, or legal, professional for such advice.

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Cornerstone does not offer HEI products or solicit business related to properties located in New York state.

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# Introducing CHEIFS®

CHEIFS is a non-debt planning solution in which Cornerstone purchases a portion of a homeowner's equity and provides tax-free funds — while the homeowner retains full ownership and control of their home.

CHEIFS is designed to treat home equity as a strategic financial asset, not a loan. Proceeds may be repaid at any time, with no required monthly payments, no income qualification, and a defined maximum cost. The structure allows advisors to model outcomes clearly and integrate home equity into long-term planning without putting homeownership at risk.

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!

## Application

1 - 3 days

- Complete and return the application
- Provide requested documentation

## Knowledge Check

1 - 3 days

- Call to answer questions and review the initial Disclosure Statement and other contract documents
- Complete the Product Knowledge Assessment

## Fulfillment

10 - 14 days

- Schedule appraisal inspection and payment of appraisal fee
- Credit, appraisal, title and inspection reports received and reviewed
- Underwriting decision is made
- Commitment Letter is issued, if approved
- Review final Disclosure Statement and confirm Terms

3 - 5 business days

## Daily Closing & Funding

- Confirm distribution of proceeds and payees
- Sign with Closing Services Provider
- Fund the CHEIFS and then the Closing Services Provider records the lien after 3 day cooling off period has expired

## 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

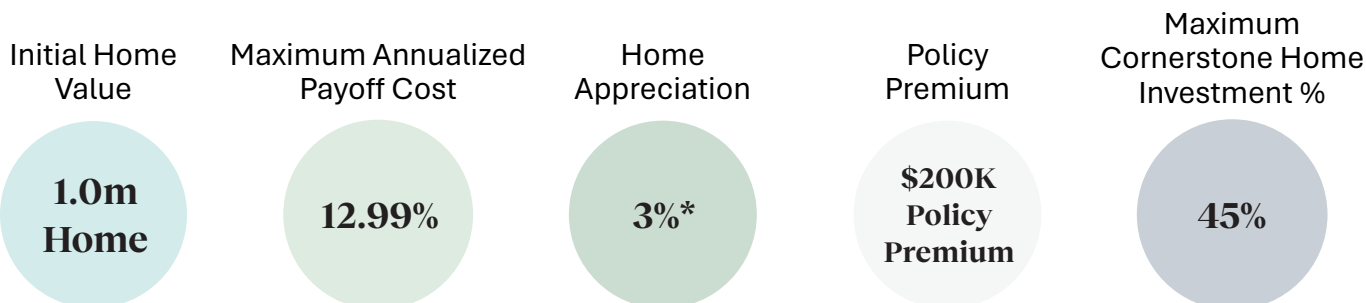
### Applications

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	
Convert Home Equity to Cash For:	Investments, Life Insurance, Annuities, Long-Term Care, In Home Care, etc.
Funding Product Terms	
Funding Product Description	Cornerstone Home Equity Insurance/Investment Funding Solutions (CHEIFS) CHEIFS is a minority fractional investment in residential real estate
Term	The earlier of voluntary repayment, sale, non-occupancy, or death
Origination Fee	1.5% of CHEIFS Proceeds
Payoff Cost	See Payoff Table (page 5)
Maximum Annualized Payoff Cost	12.99%
Age Requirement	None
Trust Owned Residence	Revocable Trust permitted (Irrevocable Trust eligibility currently under review)
Eligibility Requirements	
Minimum Home Equity	\$300,000+
Maximum Current Loan to Home Value Ratio	50%
Proceeds Calculation	
Current Loan to Home Value Ratio	Existing mortgage debt / home value (expressed as a %)
Maximum CHEIFS Equity Share	50% of home value minus Current Loan to Home Value Ratio
CHEIFS Proceeds %	$1 \div 2.25 = 44.44\%$
Proceeds to Homeowner	44.44% of CHEIFS Equity Share
TRANSACTION EXAMPLE A \$1,000,000 Home with a \$200,000 mortgage	<ul style="list-style-type: none"> <li>\$200,000 existing mortgage = 20% Current Loan to Home Value Ratio</li> <li>50% of Home Value – 20% = 30% CHEIFS Equity Share</li> <li><math>44.44\% \times 30\% = 13.33\%</math></li> <li><math>13.33\% \times \\$1,000,000 = \\$133,333</math> Proceeds to Homeowner</li> </ul>
Property Information	
Eligible States	AZ, CA, DC, DE, FL, IN, MO, NH, NJ, NV, OH, OR, PA, SC, TN, UT, VA, VT, and WI <i>COMING SOON:</i> AL, AR, HI, IA, ID, KS, KY, LA, MN, MT, NM, OK, WY
Eligible Property Types	Single Family Residence, Condominiums, and PUDs
Ineligible Property Types	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
Home Valuation	Home Value is the fair market value of the Residence, based on an Independent Appraisal(s)

# How CHEIFS® Work: Payoff Examples



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.