



# Permission Recommendations – Mortgage

This list does not include all the permissions available in Total Expert; you will see other permissions listed in the platform. This list is merely a suggested starting point for several common TE personas in mortgage organizations. You can give any available permissions to any user role.

The shorthand codes in the Feature column are keyed in the table header. These codes are chosen so you can search for the code text and find that letter combination only in the Feature column (and in the header). The entire header, including the feature key, is repeated on each page for reference.

| Feature Key         |  | help center                     | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|---------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                    | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                    | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                        | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                           | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
|                     |  |                                 |  |                    |      |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                 | Description  |                    |      |                              |           |              |                |                    |              |                  |
| EML                 | Email Marketing → Emails   | Access Controlled Item Settings | Allows the user to select user settings and team settings for email templates created by the user.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| EML<br>MKTG         | Email Marketing → Emails<br>Manage Marketing → Content Blocks          | Access Items Templates          | Allows the user to give or revoke the ability to create an email template or content block to their organization or individual user roles in their organization.     | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| PTFM                | Print Marketing → Create New   | Advanced Pricing Engine Options | Allows the user to input additional parameters to pass to the API when generating a rate flyer.  | ✓                  | ✓    | ✓                            | ✓         |              |                |                    | ✓            |                  |
| MKTG<br>CMPN        | Manage Marketing → Auto Campaigns                                      | Auto Campaigns: Auto Assign     | Allows the user to create automatic assignment rules for auto campaigns to determine which subset of users in their organization should have access to the campaign. | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin → Manage User Budget                                | Budgeting: Reimbursement Panel  | Allows the user to view reimbursement information and make a new reimbursement request.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| L&C<br>MKTG         | Leads & Contacts → Call Queue<br>Manage Marketing → Call Queue Builder | Call Queue UI                   | Allows the user to access the Call Queue and Call Queue Builder pages.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |

TOTAL EXPERT



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| co-marketing        | CMK                                  | integrations                            | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL                                 | journeys                                | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML                                  | leads & contacts                        | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV                                   | loans                                   | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH                                 | manage marketing                        | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation                           | Permission Name                         | Description  |                    |      |                              |           |              |                |                    |              |                  |
| STG                 | settings menu → Account Settings     | Co-Marketed Listing Alerts              | Allows the user to choose whether or not to receive automatic email alerts when a co-marketer has a new listing or has a listing status change to pending. |                    |      | ✓                            | ✓         |              |                | ✓                  |              |                  |
| CMK                 | Co-Marketing Partners                | Co-Marketing Partners: Limited          | Allows the user to accept incoming co-marketing invitations and view the list of existing connections.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |
| CMK                 | Co-Marketing Partners                | Co-Marketing Partners: Private Email    | Allows the user to send a unique co-marketing invitation link from their own email client to a pending connection.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |
| CMK                 | Co-Marketing Partners                | Co-Marketing Partners: Unlimited Add On | Allows the user to send outgoing co-marketing invitations and delete existing connections.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |
| CMPL                | Compliance → Media Compliance Report | Compliance Report                       | Allows the user to review information relating to emails and other media that have been created and distributed by users in their organization.            | ✓                  |      |                              |           |              | ✓              |                    |              |                  |
| RPT                 | Reporting → Connected Partner Report | Connected Partner Report                | Allows the user to see pending and active co-marketing connections of users in their organization and to review how those connections are being used.      | ✓                  | ✓    |                              |           |              | ✓              |                    |              |                  |
| L&C                 | Leads & Contacts → Contacts          | Contact: New Contact Details            | Allows the user to view and use the 2022 version of the contact details page.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |
| L&C                 | Leads & Contacts → Contacts          | Contact: Transfer Owner                 | Allows a user to transfer ownership of a contact record to another Total Expert user.  | ✓                  |      |                              |           |              | ✓              |                    |              |                  |
| MKTG                | Manage Marketing → Content Blocks    | Content Block: Delete                   | Allows the user to delete a saved content block.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG                | Manage Marketing → Content Blocks    | Content Block: Edit                     | Allows the user to edit a saved content block.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG                | Manage Marketing → Content Blocks    | Content Block: Manage Org Blocks        | Allows the user to view content blocks created by any user in their organization.  | ✓                  | ✓    |                              |           |              | ✓              |                    |              |                  |



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| co-marketing        | CMK   | integrations                                    | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys  | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                                | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
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| MKTG<br>EML         | Manage Marketing →<br>(Content Blocks or Manage<br>Templates)<br><br>Email Marketing → Emails | Content Blocks Module                           | Allows the user to view the list of saved content blocks.<br>Allows the user to view and select content blocks in the<br>WYSIWYG print and email editors.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG<br>PRNT        | Manage Marketing →<br>Manage Templates<br><br>Print Marketing → Create<br>New                 | Content: Content Module                         | Allows an admin user to define pre-set options in a media<br>template that an end user building a piece from that<br>template can choose to add to their piece.<br>Allows an end user to select one of these pre-set options. | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Groups  | Copy Groups To Users in Org                     | Allows the user to select an option while creating a contact<br>group that would make that new group available to all<br>users in their organization.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin →<br>Manage User Budget  | Create Budgeting Reimbursement<br>Reports       | Allows the user to select the Reimbursement option when<br>selecting a type of budget report.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin →<br>Custom Fields   | Create Custom Fields - Account                  | Allows the user to select Account as the field type when<br>creating a custom field.  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin →<br>Custom Fields   | Create Custom Fields - Entity                   | Allows the user to select Entity as the field type when<br>creating a custom field.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin →<br>Custom Fields   | Create Custom Fields - User                     | Allows the user to select User as the field type when<br>creating a custom field.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| EML                 | Email Marketing → Emails  | Create Video Email Template                     | Allows the user to designate a new email template as a<br>video template. A user sending an email based on a video<br>template must select a video before the message can be<br>sent.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| INT<br>L&C          | Leads & Contacts →<br>Contacts  | Customer Intelligence: Credit<br>Inquiry Alerts | Allows the user to see credit inquiry insights on a contact<br>record (and no other insight types).<br>Allows the user to have contacts they own sent to Equifax<br>for credit monitoring.                                    | ✓                  | ✓    | ✓                            |           |              |                |                    | ✓            |                  |



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| co-marketing        | CMK  | integrations                                | ITG   | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance          | CMPL   | journeys                                    | JRN   | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                            | L&C   | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view        | FV   | loans                                       | LNS   | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                            | MKTG  | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                             | Description   | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| STG<br>OADM<br>TSK  | settings menu → Account Settings<br><hr/> Organization Admin → Users | Daily Digest Email                          | Allows the user to choose whether or not to receive a daily email summary of: emails scheduled to send from their account, appointments, tasks that are overdue or have approaching deadlines, new uncontacted leads, contacts' birthdays, contacts' loan anniversaries, and engaged contacts (those who clicked on an email in the last 24 hours). | ✓                  | ✓         | ✓                            | ✓              | ✓                  | ✓              | ✓                  |              |                  |
| L&C<br>LNS<br>OADM  | Import Data  | Data Importer: Administrator                | Allows the user to import loans and users (in addition to contacts) for any user in their organization and to see past imports they have performed for any user.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Import Data  | Data Importer: Create Co-Marketing Partners | Allows the user to import co-marketing partners (in addition to contacts).  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM<br>L&C<br>LNS  | Organization Admin → Data Importer                                   | Data Importer: Feature                      | Allows the user to import one or more .csv files containing data for leads or loans.<br>As part of the import process, the imported data can be specified to be associated with any user.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| OADM                | Import Data  | Data Importer: User                         | Allows the user to access the data importer tool via the main navigation menu.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| MKTG                | Manage Marketing → Manage Templates                                  | Delete Template                             | Allows the user to delete a media template in the UI.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| EML                 | Leads & Contacts → Contacts  | Edit Lead Email When Opted-Out              | Allows the user to edit the email address of a contact that has opted out of communications.  | ✓                  | ✓         | ✓                            | ✓              |                    |                | ✓                  |              |                  |
| EML                 | Organization Admin → Email Domains                                   | Email Domains: Read                         | Allows the user to view a list of SendGrid email domains used by their organization.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| EML                 | Organization Admin → Email Domains                                   | Email Domains: Write                        | Allows the user to add, edit, or delete SendGrid email domains used by their organization.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| EML                 | Email Marketing → Emails   | Email Marketing: Allow Blank Template       | Allows the user to create new email messages from scratch to send immediately. The user has the option to save these messages as templates to the list.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |



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| campaigns                | CMPN   | intelligence                                      | INT   | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing             | CMK  | integrations                                      | ITG   | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance               | CMPL   | journeys  | JRN   | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing          | EML  | leads & contacts                                  | L&C   | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view             | FV   | loans   | LNS   | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise      | MRCH   | manage marketing                                  | MKTG  | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature                  | Navigation   | Permission Name                                   | Description   | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| EML                      | Email Marketing → Emails   | Email Marketing: Append Signature                 | Enables the option for a user to add their configured email signature to an individual email message whose template does not include a signature.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| EML                      | Email Marketing → Email Stats  | Email Marketing: Cancel Send                      | Allows the user to cancel email messages that have been scheduled to send at a future date or time.   | ✓                  | ✓         | ✓                            | ✓              |                    |                | ✓                  |              |                  |
| EML                      | Email Marketing → Emails   | Email Marketing: Compliance Notification Settings | Allows the user to apply a threshold value and one or more compliance reviewers to an email template.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| STG<br>EML<br>L&C<br>LNS | settings menu → Email Settings<br><hr/> Email Marketing → Emails<br><hr/> Leads & Contacts → Contacts<br><hr/> Loans | Email Marketing: Email Lead                       | Enables the Email Settings option on the settings menu.<br>Enables the Emails option in the Email Marketing section of the navigation menu.<br>Allows the user to send an email to a contact from the Contacts page.<br>Allows the user to send an email to a loan participant from the Loans page. | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| EML<br>RPT               | Email Marketing → Emails<br><hr/> Reporting → Email Analytics  | Email Marketing: Email Library                    | Allows the user to view the list of saved emails and to edit, delete, and send messages from the list.<br>Allows the user to view the Email Analytics report.   | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| EML                      | Email Marketing → (Emails, Email Stats, or Broadcast Stats)  | Email Marketing: Statistics                       | Allows the user to review statistics for email messages that they have scheduled or sent.   | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| EML                      | Email Marketing → Emails   | Email: Code Editor                                | Allows the user to view and edit the HTML code that describes an email template.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| EML                      | Email Marketing → Emails   | Email: Compatibility Redirect                     | Allows the user to open an email template in the same version of the email builder that was used to create it (blocks-compatible or legacy). Blocks-compatible templates are marked with an icon next to the name on the email list page.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |



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| co-marketing        | CMK                                  | integrations                      | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL                                 | journeys                          | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML                                  | leads & contacts                  | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV                                   | loans                             | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH                                 | manage marketing                  | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation                           | Permission Name                   | Description  |                    |      |                              |           |              |                |                    |              |                  |
| EML                 | Email Marketing → Emails             | Email: Disclaimer                 | Allows the user to either replace or append to the standard disclaimer in an email block using a disclaimer saved in the organization's setup.   | ✓                  | ✓    | ✓                            |           |              |                |                    |              |                  |
| LNS<br>EML          | Loans<br>Email Marketing → Emails    | Email: Loan Status Section        | Allows the user to create and send an email to a loan customer containing information regarding their loan.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| EML                 | Email Marketing → Emails             | Email: New Email Builder          | Allows the user to create or edit an email template using a WYSIWYG-style builder, including selecting among saved templates from a gallery as a starting point.                               | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| EML                 | Email Marketing → Emails             | Email: Set Transactional Template | Allows the user to designate an email template as transactional.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| EML                 | Email Marketing → Emails             | Email: Skip Dedup                 | Allows the user to circumvent the deduplication logic for an email template that otherwise suppresses sending multiple emails driven by that template to the same contact in a 24-hour period. | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| EML                 | Email Marketing → Emails             | Email: Test Send Mode             | Allows a user to select Test Mode when sending an email. This bypasses deduplication logic so the same email template can be sent to the same address more than once in a 24-hour period.      | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| HLP                 | Help Center menu                     | Help Library                      | Allows access to the Help Center menu.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| HLP                 | Help Center → Help                   | Help Library: General Help        | Directs the user to a general support help site.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| WMKT                | Lead Capture Apps                    | HomeValuation                     | Activates the Home Valuation layout option when creating or editing a lead capture page.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| STG<br>ITG<br>L&C   | settings menu → Integration Settings | Integration: BombBomb             | Allows the user to integrate a BombBomb account with their Total Expert account.<br>Allows the user to send a BombBomb video to a contact from the Contacts page.                              | ✓                  | ✓    | ✓                            | ✓         |              |                |                    | ✓            |                  |
| STG<br>ITG          | settings menu → Integration Settings | Integration: Facebook             | Allows the user to integrate a Facebook account with their Total Expert account.   | ✓                  | ✓    | ✓                            | ✓         |              |                |                    | ✓            |                  |



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| STG<br>ITG               | settings menu →<br>Integration Settings  | Integration: Google                  | Allows the user to integrate a Google account with their Total Expert account.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| STG<br>ITG               | settings menu →<br>Integration Settings  | Integration: LinkedIn                | Allows the user to integrate a LinkedIn account with their Total Expert account.  | ✓                  | ✓    | ✓                            | ✓         |              |                |                    |              | ✓                |
| CMPN<br>FV<br>ITG<br>JRN | Journeys<br>_____<br>Manage Marketing →<br>Focused View Builder<br>_____<br>Leads & Contacts →<br>Focused View<br>_____<br>Campaigns → Campaign<br>Builder | Integration: MonitorBase             | Allows the user to select MonitorBase-related insight options in a journey trigger, focused view rule, or campaign builder rule.                    |                    | ✓    | ✓                            |           |              |                |                    |              |                  |
| STG<br>ITG               | settings menu →<br>Integration Settings  | Integration: Office 365              | Allows the user to integrate a Office 365 account with their Total Expert account.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| CMPN<br>FV<br>ITG<br>JRN | Journeys<br>_____<br>Manage Marketing →<br>Focused View Builder<br>_____<br>Leads & Contacts →<br>Focused View<br>_____<br>Campaigns → Campaign<br>Builder | Integration: Prime<br>SalesBoomerang | Allows the user to select Prime-specific Sales Boomerang-related insight options in a journey trigger, focused view rule, or campaign builder rule. |                    | ✓    | ✓                            |           |              |                |                    |              |                  |
| STG<br>ITG               | settings menu →<br>Integration Settings  | Integration: Twilio                  | Allows the user to integrate a Twilio account with their Total Expert account.  | ✓                  | ✓    | ✓                            | ✓         |              |                |                    |              | ✓                |



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| Feature                  | Navigation  | Permission Name                     | Description  |                    |      |                              |           |              |                |                    |              |                  |
| STG<br>ITG               | settings menu →<br>Integration Settings   | Integration: Twitter                | Allows the user to integrate a Twitter account with their Total Expert account.  | ✓                  | ✓    | ✓                            | ✓         |              |                |                    | ✓            |                  |
| STG<br>ITG               | settings menu →<br>Integration Settings   | Integration: Zillow                 | Allows the user to integrate a Zillow account with their Total Expert account.   | ✓                  | ✓    | ✓                            | ✓         |              |                |                    | ✓            |                  |
| CMPN<br>FV<br>ITG<br>JRN | Journey<br>_____<br>Manage Marketing →<br>Focused View Builder<br>_____<br>Leads & Contacts →<br>Focused View<br>_____<br>Campaigns → Campaign<br>Builder | IntegrationTempSalesBoomerang       | Allows the user to select Sales Boomerang–related insight options (Debt Watch, Cash-Out Watch, Rate and Term Watch, and Mortgage Insurance Watch) in a journey trigger, focused view rule, or campaign builder rule. | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                     | Organization Admin →<br>Manage User Budget  | Jobs: Jobs Module                   | Affects the loading of results in the reimbursement jobs panel.  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| JRN<br>CMPN              | Journeys  | Journeys                            | Allows the user to access the journey list page and activate/deactivate available journeys.  | ✓                  | ✓    | ✓                            |           |              |                | ✓                  | ✓            |                  |
| JRN<br>CMPN              | n/a   | Journeys: Allow SMS Send            | Allows a user with an integrated Twilio account to send SMS messages as part of a journey.   | ✓                  | ✓    | ✓                            |           |              |                | ✓                  | ✓            |                  |
| JRN<br>CMPN              | Journeys  | Journeys: Create New Journey        | Allows the user to begin creating a new journey from the journey list page.<br>Allows the user to create an exact copy of an existing journey.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| JRN<br>CMPN              | Journeys  | Journeys: Journey Published Trigger | Allows the user to create a trigger in a journey that fires for a specified contact group for a user when the journey is published for that user.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |





| Feature Key         |  | help center                         | HLP  | organization admin | OADM      | User Persona ( * = optional) |                |                    |                |                    |              |                  |
|---------------------|--|-------------------------------------|--|--------------------|-----------|------------------------------|----------------|--------------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN                                       | intelligence                        | INT  | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                        | ITG  | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance          | CMPL                                       | journeys                            | JRN  | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                    | L&C  | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view        | FV   | loans                               | LNS  | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise | MRCH                                       | manage marketing                    | MKTG   | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature             | Navigation                                 | Permission Name                     | Description  | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| JRN<br>CMPN<br>L&C  | Leads & Contacts →<br>Contacts             | Journeys: Lead Page View            | Allows the user to associate a published journey with a selected contact.<br>Allows the user to filter the contacts list using journey-related criteria.   | ✓                  | ✓         | ✓                            |                |                    | ✓              | ✓                  |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: Lead Status               | Allows the user to create statuses to be used in journeys.   | ✓                  | ✓         | ✓                            |                |                    | ✓              | ✓                  |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: Org User Settings         | Allows the user to configure various publishing settings associated with journeys.   | ✓                  | ✓         | ✓                            |                |                    | ✓              | ✓                  |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: Split Test Event          | Allows the user to create an event in a journey that splits any contacts on the journey along various outlet paths, allowing users of the journey to determine which path generates the best response.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: Trigger Inline Conditions | Allows the user to add one or more conditions to any trigger that will be applied before a contact is affirmatively added to a journey. A contact that does not match the conditions is not added and is thus not counted in the statistics for the journey. | ✓                  | ✓         | ✓                            |                |                    | ✓              | ✓                  |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: v2 Editor                 | Allows the user to create a new journey or update an existing journey using the 2nd-generation journey editor interface.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| JRN<br>CMPN         | Journeys                                   | Journeys: View Journey Report       | Allows the user to create reports for a journey that the user has access to view.  | ✓                  | ✓         | ✓                            |                |                    | ✓              | ✓                  |              |                  |
| OADM<br>WMKT        | Organization Admin →<br>Marketing Settings | Landing Pages Script Manager        | Allows the user to define a script to be deployed to all single property sites and lead capture apps in their organization.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts             | Lead Action Plans: Assign           | Allows the user to assign a lead action plan to a specific lead, then make limited modifications to that lead action plan that apply to that lead only, or remove a lead action plan assigned to a lead.   | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |



| Feature Key         |  |  |   |      |                    | User Persona ( * = optional) |       |           |              |                |                    |              |                  |
|---------------------|--|--|---|------|--------------------|------------------------------|-------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           |  | CMPN                                       | help center   | HLP  | organization admin | OADM                         | Admin | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        |  | CMK  | intelligence  | INT  | platform           | PTFM                         |       |           |              |                |                    |              |                  |
| compliance          |  | CMPL                                       | integrations  | ITG  | print marketing    | PRNT                         |       |           |              |                |                    |              |                  |
| email marketing     |  | EML  | journeys  | JRN  | reporting          | RPT                          |       |           |              |                |                    |              |                  |
| focused view        |  | FV   | leads & contacts  | L&C  | settings           | STG                          |       |           |              |                |                    |              |                  |
| general merchandise |  | MRCH                                       | loans   | LNS  | tasks              | TSK                          |       |           |              |                |                    |              |                  |
|                     |  |  | manage marketing  | MKTG | Web marketing      | WMKT                         |       |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                            | Description   |      |                    |                              |       |           |              |                |                    |              |                  |
| L&C                 | Leads & Contacts → Settings → Action Plans         | Lead Action Plans: Create                  | Allows the user to create, edit, and delete lead action plans.  | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture Apps: First Time Home Buyer   | Activates the First Time Home Buyer layout option when creating or editing a lead capture page.   | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Leads & Contacts → Contacts                        | Lead Capture Apps: Lead Capture Responses  | Allows the user to view the Lead Capture Response panel on the lead details page. This panel displays information gathered from advanced lead capture apps such as Home Loan Lead Form.                           | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture Apps: Why Us                  | Activates the Why Us layout option when creating or editing a lead capture page.  | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture Apps: Your Dream Home         | Activates the Your Dream Home layout option when creating or editing a lead capture page.   | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture: Event Registration           | Activates the Event Registration layout option when creating or editing a lead capture page.  | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture: Home Loan Lead Form          | Activates the Home Loan Lead Form layout option when creating or editing a lead capture page. Allows the user to create a branded lead capture page specific to people interested in applying for a home loan.    | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture: Open House App (Full Add On) | Activates the Open House layout option when creating or editing a lead capture page.  | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| WMKT<br>L&C         | Lead Capture Apps                                  | Lead Capture: Open House App (Limited)     | Activates the Open House layout option when creating or editing a lead capture page. Limited users cannot create a single-branded page.   | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| L&C                 | Leads & Contacts → (Contacts or Archived Contacts) | Lead Management: Limited                   | Allows the user to view, edit, and delete contacts and allows the user to search for contacts using the search bar in the header section of every page.<br>Allows the user to view the list of archived contacts. | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |
| L&C                 | Add menu → Create Contact                          | Lead Management: Unlimited Add On          | Allows the user to create a contact manually in the platform.   | ✓    | ✓                  | ✓                            | ✓     |           | ✓            | ✓              |                    |              |                  |



| Feature Key         |   | help center                         | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|---|-------------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                        | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                        | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys                            | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                    | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV  | loans                               | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                    | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation  | Permission Name                     | Description  |                    |      |                              |           |              |                |                    |              |                  |
| L&C                 | Leads & Contacts → Lead Management → Leads  | Lead Opportunities                  | Allows the user to view a list of leads.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Lead Management → Leads  | Lead Opportunities: Bulk Delete     | Allows the user to delete multiple leads from the lead list at once.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Lead Management → Leads  | Lead Opportunities: Single Delete   | Allows the user to delete a single lead from the lead list.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Lead Management → Lead Sources   | Lead Settings: Lead Intake Routes   | Allows the user to add, edit, pause, and delete lead sources.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Settings → Lead Routing  | Lead Settings: Routes               | Allows the user to add, edit, and delete lead routes. Also allows the user to select a lead route to use when defining a lead source rule.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Settings → Lead Sources  | Lead Settings: Source Welcome Email | Allows the user to select (when configuring a lead source rule) a welcome email to be sent to leads automatically when they are created. Also allows the user to select a delay time to wait before sending the welcome email. | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Settings → Lead Sources  | Lead Settings: Sources              | Allows the user to add, edit, and delete lead source rules. Also allows the user to specify (or create) a lead source rule when creating a lead capture page.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C<br>WMKT         | Leads & Contacts → Settings → Lead Sources<br><hr/> Lead Capture Apps<br><hr/> Leads & Contacts → Contacts<br><hr/> Add menu → Create Contact | Lead Sources: Create Lead Source    | Allows the user to create, edit, and delete lead sources.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |



| Feature Key         |  | help center                          | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|--------------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                         | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                         | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                             | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                     | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                                | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                     | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                      | Description  |                    |      |                              |           |              |                |                    |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Reporting → Appointments<br><hr/> Campaigns → Campaign Builder | Lead: Appointments                   | Allows the user to schedule appointments with contacts.<br>Allows the user to review a report of appointments scheduled for either members of teams of which the user is the manager or the user's co-marketing partners.<br>Allows the user to select from Appointments criteria when building an inclusion rule or exclusion rule in the campaign builder. |                    |      | ✓                            | ✓         | ✓            | ✓              |                    | ✓            | ✓                |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Add menu → Create Contact                                      | Lead: Edit Credit Score Info         | Allows the user to edit credit score information as part of editing a contact record.  |                    |      | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Add menu → Create Contact                                      | Lead: Edit Employer Info             | Allows the user to edit employer information as part of editing a contact record.  |                    |      | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Add menu → Create Contact                                      | Lead: Edit Listing/Transaction Dates | Allows the user to edit transaction-related dates as part of editing a contact record.   |                    |      | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Add menu → Create Contact                                      | Lead: Edit Spouse Info               | Allows the user to edit spouse information (including anniversary) as part of editing a contact record.  |                    |      | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |



| Feature Key         |  | help center                  | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                 | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                 | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                     | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts             | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                        | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing             | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name              | Description  |                    |      |                              |           |              |                |                    |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts<br><hr/> Add menu → Create Contact  | Lead: Edit Web/Social Values | Allows the user to edit website information as part of editing a contact record.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Lead: Export Leads to CSV    | Allows the user to export their contact list data as a comma-separated variable (.csv) file.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| FV<br>CMPN          | Leads & Contacts →<br>Focused View<br><hr/> Campaigns → Campaign Builder                                     | Lead: Focused View           | Allows the user to access the Focused View page.<br>Allows the user to select from Outcomes criteria when building an inclusion rule or exclusion rule in the campaign builder.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Lead: Group SMS              | Allows the user to send a text message to one or more Total Expert contacts.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Groups   | Lead: Groups                 | Allows the user to create, edit, and delete groups to associate with their contacts.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Mange Marketing →<br>Focused View  | Lead: Manage Focused View    | Allows the user to create and modify views in the Focused View for users in their organization.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Lead: Merge Contacts         | Allows the user to combine multiple contact records they own into a single record.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| RPT                 | Reporting →<br>(Appointments, Count Report, ROI Tracker, or Transactions)<br><hr/> Dashboard → Loan Pipeline | Lead: Reports                | Allows the user to view the Appointments, ROI Tracker, and Transactions reports.<br>Allows the user to view a report summarizing the number of new contacts generated over time.<br>Allows the user to access the Loan Pipeline dashboard. | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| RPT                 | Reporting → ROI Tracker  | Lead: ROI Tracker            | Allows the user to review a report of their contact generation and gross commission income data.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |



| Feature Key         |   | help center                          | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|---|--------------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                         | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                         | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys                             | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                     | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV  | loans                                | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                     | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation  | Permission Name                      | Description  |                    |      |                              |           |              |                |                    |              |                  |
| L&C<br>TSK          | Leads & Contacts →<br>Contacts                        | Lead: Schedule                       | Allows the user to see a calendar view for each contact. The calendar shows tasks and automatic campaign events associated with that contact.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: Silence Contact                | Allows the user to silence and unsilence all communication for a contact.<br>This is distinct from the option to mark a contact as having opted out of email communication, which is always available. | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: Spouse Details                 | Allows the user to view and add contact information for the spouse of each of the user's contacts.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: Stats Filter                   | Allows the user to filter the Contacts page by email activity.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: View Credit Score Info         | Allows the user to view credit score information when viewing a contact's details page.  | ✓                  | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: View Employer Info             | Allows the user to view employer information when viewing a contact's details page.<br>Allows the user to filter by employer information on the contact list.  | ✓                  | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: View Listing/Transaction Dates | Allows the user to view transaction-related dates when viewing a contact's details page.   | ✓                  | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: View Spouse Info               | Allows the user to view spouse information (including anniversary) when viewing a contact's details page.  | ✓                  | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts                        | Lead: View Web/Social Values         | Allows the user to view website information when viewing a contact's details page.   | ✓                  | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>(Contacts or Archived Contacts) | Leads: Archive                       | Allows the user to archive a contact.<br>Allows the user to review a list of archived contacts and reactivate an archived contact.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |



| Feature Key         |  | help center                 | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|-----------------------------|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                    | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts            | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                       | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing            | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name             | Description   |                    |      |                              |           |              |                |                    |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Leads: Bulk Delete          | Allows the user to delete one or more contacts via the contact list's Actions menu. Contacts that are owned by another user or that have loans associated with them cannot be deleted (with or without this permission enabled).  |                    | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts<br><br>Leads & Contacts → Do Not Contact List | Leads: Do not contact       | Allows the user to flag a contact as <i>Do not contact</i> .<br>Allows the user to view a list of contacts marked <i>Do not contact</i> .   |                    | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |
| L&C                 | Leads & Contacts →<br>Contacts   | Leads: Single Delete        | Allows the user to delete a single contact via the contact list's context menu for a record or the contact's details page. Contacts that are owned by another user or that have loans associated with them cannot be deleted (with or without this permission enabled). |                    | ✓    | ✓                            | ✓         | ✓            |                | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Loans Panel: View           | Allows the user to see the Loans panel on the contact details page.   |                    | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            | ✓                |
| LNS<br>L&C          | Loans<br><br>Leads & Contacts →<br>Contacts                                  | Loans: Edit                 | Allows the user to modify loan details in Total Expert. Details updated in the Total Expert system are <i>not</i> pushed back to the loan origination system.<br>Allows the user to create a new loan record in Total Expert.   |                    | ✓    | ✓                            |           |              |                |                    |              |                  |
| LNS                 | Loans  | Loans: Edit Referral Source | Allows the user to modify the referral source for a loan without being able to edit the remaining attributes.   |                    | ✓    | ✓                            |           |              |                | ✓                  |              |                  |



| Feature Key         |  | help center                          | HLP   | organization admin | OADM      | User Persona ( * = optional) |                |                    |                |                    |              |                  |
|---------------------|--|--------------------------------------|---|--------------------|-----------|------------------------------|----------------|--------------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                         | INT   | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                         | ITG   | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance          | CMPL   | journeys                             | JRN   | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                     | L&C   | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view        | FV   | loans                                | LNS   | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                     | MKTG  | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                      | Description   | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| LNS<br>L&C<br>OADM  | Loans<br><hr/> Leads & Contacts →<br>Contacts<br><hr/> Organization Admin →<br>Data Importer | Loans: View                          | Allows the user to view the list of all loans associated with the user's contacts.<br>Allows the user to view any loans associated with a specific contact.<br>Allows the user to select loans as an option when initiating a data import.<br>Allows the user to select from Loan Dates and Loan Information criteria when building an inclusion rule or exclusion rule in the campaign builder.<br>Allows the user to select from loan-related options when adding text placeholders to an email template.<br>Allows the user to access the Loan Pipeline and Funded Loans dashboards. | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| L&C                 | Leads & Contacts →<br>Contacts   | Master Contact Transfer Owner        | Allows the user to transfer ownership of contacts owned by another user while logged in as that user.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| L&C<br>OADM         | Leads & Contacts →<br>Contacts   | Master Lead Export                   | Allows the user to export a CSV file of contacts for another user while logged in as that user.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| PRNT                | Print Marketing → (Create<br>New, Saved, or Orders)  | Media Creator                        | Allows the user to use the media creator to build flyers, postcards, merchandise, and so on from pre-defined templates.<br>Allows the user to review these created pieces and select among appropriate publishing and ordering options.<br>Allows the user to review orders of these created pieces.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| PRNT                | Print Marketing → Create<br>New  | Media Creator: Sample PDF<br>Preview | Allows the user to generate sample PDFs of print media templates.   | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| MKTG                | Manage Marketing →<br>Template Snippets  | Media Creator: Template<br>Snippets  | Allows the user to create, edit, and delete code snippets to use when creating print and email templates.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |





| Feature Key         |  | help center                           | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|---------------------------------------|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                          | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                          | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                              | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                      | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                                 | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                      | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                       | Description   |                    |      |                              |           |              |                |                    |              |                  |
| MKTG<br>CMPL<br>RPT | Manage Marketing → (Folders & Tags, Manage Templates, Global Image Library, or Approval Flows)<br><br>Compliance → Media Markups<br><br>Reporting → Print Orders | Media Manager                         | Allows the user to: create, edit, and delete folders and tags; manage media templates; upload images to be used by anyone in their organization; create, edit, and delete media approval flows; and review the default print template markups for their organization. | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| CMPL                | Compliance → (any)   | Media Manager: Compliance and Markups | Enables the Compliance option in the navigation menu.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| EML                 | Email Marketing → Approval Requests  | Media Manager: Email Approvals        | Allows the user to review email drafts based on template messages before the drafts are sent out.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG                | Manage Marketing → Loan Scenarios  | Media Manager: Loan Scenarios         | Allows the user to create, edit, and delete loan scenarios to be used with marketing assets.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| WMKT                | Manage Marketing → Manage Landing Pages  | Media Manager: Manage Websites        | Allows the user to navigate to a page listing all dynamic websites created in their organization and to create, edit, or delete those dynamic websites and to determine their user and team settings.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG                | Manage Marketing → Manage Templates  | Media Manager: View Media Templates   | Allows the user to see a read-only view of the code generating a particular media template.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG                | Manage Marketing → Manage Templates  | Media Template: Groups Image Uploader | Allows the user to upload an image to represent a group in the WYSIWYG editor.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG                | Manage Marketing → Auto Campaigns  | Media: Auto Campaigns                 | Allows the user to create, edit, or delete automatic campaigns using print media or email messages.<br>Allows the user to review existing automatic campaigns assigned to the current user and edit their group assignments.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |



| Feature Key          |  | help center                               | HLP   | organization admin | OADM      | User Persona ( * = optional) |                |                    |                |                    |              |                  |
|----------------------|--|---|---|--------------------|-----------|------------------------------|----------------|--------------------|----------------|--------------------|--------------|------------------|
| campaigns            | CMPN   | intelligence                              | INT   | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing         | CMK  | integrations                              | ITG   | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance           | CMPL   | journeys                                  | JRN   | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing      | EML  | leads & contacts                          | L&C   | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view         | FV   | loans                                     | LNS   | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise  | MRCH   | manage marketing                          | MKTG  | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature              | Navigation   | Permission Name                           | Description   | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| PRNT<br>MKTG         | Print Marketing → Image Library<br><hr/> Manage Marketing → Global Image Library   | Media: Images Library                     | Allows the user to save images to a personal image library in their account.<br><br>Allows the user to save images to an organization-wide image library in their account.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| PRNT<br>WMKT<br>MRCH | Print Marketing → Create New<br><hr/> Web Marketing → Create New<br><hr/> General Merchandise → General Merchandise → Create New | Media: Video Link                         | Allows the user to view a video explanation of the media creation process.  | ✓                  | ✓         | ✓                            | ✓              | ✓                  | ✓              | ✓                  |              |                  |
| CMPN                 | Campaigns → Campaign Builder   | Multi-Channel Campaigns: Assign Users     | Allows the user to configure whether a campaign is mandatory or optional for its senders when creating a new campaign or editing the settings of an existing campaign.<br><br>Allows the user to configure and see information regarding senders in the campaign builder. | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| CMPN                 | Campaigns → Campaign Builder   | Multi-Channel Campaigns: Audience Preview | Allows the user to run a query that returns the exact list of contacts who will be targeted by a campaign and presents the results as a downloadable CSV file.<br><br>The campaign must be fully defined and in the Ready state for this to be available.                 | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| CMPN                 | Campaigns → Campaign Builder   | Multi-Channel Campaigns: Create & Copy    | Allows the user to create a new multi-channel campaign.<br><br>Allows the user to make a copy of an existing multi-channel campaign.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |



| Feature Key         |   | help center                         | HLP   | organization admin | OADM      | User Persona ( * = optional) |                |                    |                |                    |              |                  |
|---------------------|---|-------------------------------------|---|--------------------|-----------|------------------------------|----------------|--------------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                        | INT   | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                        | ITG   | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance          | CMPL  | journeys                            | JRN   | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                    | L&C   | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view        | FV  | loans                               | LNS   | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                    | MKTG  | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature             | Navigation                                    | Permission Name                     | Description   | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| CMPN                | Campaigns → Campaign Builder                  | Multi-Channel Campaigns: Set Goals  | Allows the user to configure whether recipients of a campaign's materials are removed from the campaign when TE detects they have opened a new loan (and the loan status that governs this) when creating a new campaign or editing the settings of an existing campaign. | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| CMPN                | Campaigns → Campaign Builder                  | Multi-Channel Campaigns: View       | Allows the user to view multi-channel campaigns.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| EML                 | Email Marketing → (any)                       | Navigation: Email Marketing         | Enables the Email Marketing option in the navigation menu.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| WMKT                | Lead Capture Apps                             | Navigation: Lead Capture Apps       | Allows the user to create a new lead capture page. Allows the user to view statistics for, edit, or delete existing pages.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| L&C                 | Leads & Contacts → (any)                      | Navigation: Leads & Contacts        | Enables the Leads & Contacts option and its Settings submenu in the navigation menu.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| OADM                | Organization Admin → (any)                    | Navigation: Organization            | Enables the Organization Admin option in the navigation menu.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| TSK<br>CMPN         | Tasks → (any)<br>Campaigns → Campaign Builder | Navigation: Tasks                   | Enables the Tasks option in the navigation menu. Allows the user to select from Incomplete Task criteria when building an inclusion rule or exclusion rule in the campaign builder.   | ✓                  | ✓         | ✓                            | ✓              | ✓                  | ✓              | ✓                  |              |                  |
| WMKT                | Web Marketing → (any)                         | Navigation: Web Marketing           | Enables the Web Marketing option in the navigation menu.  | ✓                  | ✓         | ✓                            | ✓              |                    | ✓              | ✓                  |              |                  |
| PTFM                | n/a   | New UI                              | Enables the 2019 user interface. Should be on for every user, regardless of role.   | ✓                  | ✓         | ✓                            | ✓              | ✓                  | ✓              | ✓                  |              |                  |
| OADM                | Organization Admin → Users                    | ORG Admin/Manager: Users            | Allows the user to view a list of the users in their organization and basic information for each user, such as user role and whether the user is active.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Organization Admin → Users                    | ORG Admin: Add New User             | Allows the user to create a new user in their organization.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| CMPN                | Manate Marketing → Auto Campaigns             | ORG Admin: Auto Campaign Custom URL | Allows the user to specify a Campaign Library URL when creating or editing an automatic campaign.   | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |



| Feature Key         |   | help center  | HLP  | organization admin | OADM      | User Persona ( * = optional) |                |                    |                |                    |              |                  |
|---------------------|---|--|--|--------------------|-----------|------------------------------|----------------|--------------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                                       | INT  | platform           | PTFM      | Admin                        | Marketing      | Loan Officer       | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                                       | ITG  | print marketing    | PRNT      |                              |                |                    |                |                    |              |                  |
| compliance          | CMPL  | journeys   | JRN  | reporting          | RPT       |                              |                |                    |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                                   | L&C  | settings           | STG       |                              |                |                    |                |                    |              |                  |
| focused view        | FV  | loans  | LNS  | tasks              | TSK       |                              |                |                    |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                                   | MKTG   | Web marketing      | WMKT      |                              |                |                    |                |                    |              |                  |
| Feature             | Navigation  | Permission Name                                    | Description  | Admin              | Marketing | Loan Officer                 | LOA (Licensed) | LOA (Not Licensed) | Compliance *   | Branch Manager *   |              |                  |
| CMPN                | Manate Marketing → Auto Campaigns   | ORG Admin: Auto Campaign User Settings             | Allows the user to select which users in their organization can view and use a configured automatic campaign.  | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| OADM                | Organization Admin → Users  | ORG Admin: Change User Status                      | Allows the user to toggle the status of a user (active/inactive) in their organization.  | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |
| RPT<br>CMPL<br>OADM | Reporting → (Marketing Overview, Marketing Content, Connected Partner Report, Social Media Report, Print Orders, User Follow Up Report, Corporate Billing, User Data, or User Engagement)<br><br>Compliance → (Approved Media, Websites, Media Compliance Report, or Directory Listings Report)<br><br>Organization Admin → Data Validation | ORG Admin: Compliance Reports                      | Allows the user to view several reports from the Reporting and Compliance menus.<br><br>Allows the user to validate data imports from the Organization Admin menu. | ✓                  | ✓         |                              |                |                    | ✓              | ✓                  |              |                  |
| OADM                | Organization Admin → Configuration Settings   | ORG Admin: Configuration Settings                  | Allows the user to access the Configuration Settings page. Page is blank by default.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Organization Admin → Custom Fields  | ORG Admin: Custom Fields - View All for Organizati | Allows the user to view a list of custom fields for their own organization.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Organization Admin → Custom Fields  | ORG Admin: Custom Fields - Write                   | Allows the user to create, edit, and archive (or unarchive) custom fields.   | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Organization Admin → Data Validation  | ORG Admin: Data Validation                         | Enables the Organization Admin → Data Validation option in the navigation menu.  | ✓                  | ✓         |                              |                |                    |                |                    |              |                  |
| OADM                | Organization Admin → Users  | ORG Admin: Edit User                               | Allows the user to edit a user in their organization.  | ✓                  | ✓         |                              |                |                    | ✓              |                    |              |                  |



| Feature Key         |   | help center                                       | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|---|---|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                                      | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                                      | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys  | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                                  | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV  | loans   | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                                  | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation                                  | Permission Name                                   | Description   |                    |      |                              |           |              |                |                    |              |                  |
| EML<br>OADM         | Email Marketing → Emails                    | ORG Admin: Email User Permissions                 | Allows the user to configure:<br>- Which members of their organization or user teams can view or edit email templates<br>- Which members of their organization or user teams can share email templates with co-marketing partners<br>- Which (if any) approval process a message will be subject to when created by a specified member of the organization or user team | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| OADM<br>L&C<br>LNS  | Organization Admin → Data Importer          | ORG Admin: Importer                               | Allows the user to import one or more .csv files containing data for leads or loans.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| OADM<br>L&C<br>LNS  | Organization Admin → Data Importer          | ORG Admin: Importer User Search                   | Allows the user to search for users in their own organization when assigning where the imported data will be assigned using the Data Importer.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| OADM<br>PTFM        | Switch Account button in header             | ORG Admin: Log in as User, Carry Over Permissions | Allows the user to log in as another user in their organization through the header without changing which page in the UI is active.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| OADM                | Organization Admin → Users                  | ORG Admin: Login as User                          | Allows the user to log in as another user in their organization through the user list.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| OADM                | Organization Admin → Manage Cost Centers    | ORG Admin: Manage Cost Centers                    | Allows the user to view a list of saved cost centers in their organization and to create, edit, and delete cost centers in that list.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin → Configuration Settings | Org Admin: Products Panel Add Products            | Allows the user to add an existing product to a category or create a new category (using an existing product).  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin → Configuration Settings | Org Admin: Products Panel Configuration           | Allows the user to modify settings associated with the configurable product panel.  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |



| Feature Key          |   | help center                          | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|----------------------|---|--------------------------------------|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns            | CMPN  | intelligence                         | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing         | CMK   | integrations                         | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance           | CMPL  | journeys                             | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing      | EML   | leads & contacts                     | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view         | FV  | loans                                | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise  | MRCH  | manage marketing                     | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature              | Navigation                                  | Permission Name                      | Description   |                    |      |                              |           |              |                |                    |              |                  |
| OADM<br>STG          | Organization Admin → Marketing Settings     | ORG Admin: Settings                  | Allows the user to modify settings that apply to all users in the organization. Includes the ability to modify:<br>- EHO, EHL, and company logos<br>- Disclaimers<br>- Web URLs   |                    |      |                              |           |              |                |                    | ✓            |                  |
| MKTG<br>OADM         | Manage Marketing → Over Limit Orders        | ORG Admin: Threshold Approver        | Allows the user to review and then approve or reject orders that would cause the user placing the order to exceed their daily or weekly spending limit.<br>This permission allows the user to review all over-limit orders placed by members of their organization. | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |
| RPT<br>OADM          | Reporting → User Data                       | ORG Admin: User Report               | Allows the user to review various user attributes for members of their organization.  | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |
| OADM                 | Organization Admin → Data Importer          | ORG Importer: Test Import Step       | Allows the user to run a Test step during the process of importing a .csv file of either contact or loan data. The test checks for errors in the file or field mapping.   | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |
| RPT<br>WMKT<br>OADM  | Reporting → Social Media Report             | Org Report: Social Media             | Allows the user to review a report of social media posts created by members of their organization.  | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |
| MKTG<br>OADM         | Manage Marketing → Manage Templates         | ORG Upload Static Media              | Allows the user to upload static media files to their marketing library.  | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |
| OADM                 | Organization Admin → Configuration Settings | OrganizationSettingsRoles            | Allows the user to view and create financial relationship roles.  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG<br>PRNT<br>WMKT | Manage Marketing → Manage Templates         | Print/Social: Allow Copying Template | Allows the user to create a clone of an existing media piece.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG<br>PRNT<br>WMKT | Manage Marketing → Manage Templates         | Print/Social: Content Placeholders   | Allows the user to access the template editor.  | ✓                  | ✓    |                              |           |              |                |                    | ✓            |                  |



| Feature Key          |  | help center                  | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|----------------------|--|------------------------------|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns            | CMPN   | intelligence                 | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing         | CMK  | integrations                 | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance           | CMPL   | journeys                     | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing      | EML  | leads & contacts             | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view         | FV   | loans                        | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise  | MRCH   | manage marketing             | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature              | Navigation   | Permission Name              | Description   |                    |      |                              |           |              |                |                    |              |                  |
| MKTG<br>PRNT<br>WMKT | Manage Marketing →<br>Manage Templates   | Print/Social: Edit Template  | Allows the user to edit a media template.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| L&C                  | Leads & Contacts →<br>Contacts   | Products Panel               | Allows the user to see the Products panel on the contact details page.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| RPT<br>CMPL<br>OADM  | Reporting → Corporate<br>Billing   | Reporting: Corporate Billing | Allows the user to review a report of charges incurred by members of their organization through Total Expert.   |                    |      |                              |           |              |                | ✓                  |              |                  |
| L&C                  | Leads & Contacts →<br>Contacts<br><br>Leads & Contacts → Lead<br>Management → Leads          | Saved Filters                | Allows the user to save a customized view on the 2020 version of the contact list or the lead list.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| CMPN<br>EML<br>JRN   | Email Marketing → Sending<br>Profiles<br><br>Campaigns → Campaign<br>Builder<br><br>Journeys | Sending Profiles             | Allows the user to create, edit, and delete sending profiles.<br><br>Allows the user to apply a sending profile to the setup of an email to be sent by a campaign or journey.       | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| WMKT                 | Web Marketing → Social<br>Media →<br>Scheduled/Posted  | Social Covers: Create Post   | Allows the user to create a new social media post using an account integrated with a social media account.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| WMKT                 | Web Marketing → Social<br>Media → (any)  | Social Media Covers          | Allows the user to view and edit existing social media posts, create new social media posts based on existing templates, and view lists of scheduled and posted social media posts. | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| WMKT                 | Web Marketing → Social<br>Media →<br>Scheduled/Posted  | Social: Post Approved Media  | Allows the user to select an approved print or social media piece from the Scheduled/Posted page.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |



| Feature Key         |  | help center                                     | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|---|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN                                       | intelligence                                    | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                                    | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL                                       | journeys  | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                                | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans   | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH                                       | manage marketing                                | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation                                 | Permission Name                                 | Description   |                    |      |                              |           |              |                |                    |              |                  |
| RPT                 | Reporting → Standard Reports               | Standard Reports                                | Allows the user to view and download reports of the organization's activity.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| MKTG EML            | Manage Marketing → Style Sheets            | Style Sheets: Delete                            | Allows the user to delete existing CSS files for email templates.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG EML            | Manage Marketing → Style Sheets            | Styles Module                                   | Allows the user to view a list of existing CSS files that can be added to an email template.<br>Allows the user to add a CSS file to an email template.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| MKTG EML            | Manage Marketing → Style Sheets            | Styles Sheets: Edit                             | Allows the user to create new and edit existing CSS files using a WYSIWYG editor.<br>These files can be added to an email template.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| OADM                | Organization Admin → Groups                | Teams: Collaboration Group Login (Manager Role) | Allows the user to view details for or log in as members of their collaboration teams.  |                    |      |                              |           |              |                |                    | ✓            |                  |
| OADM                | Organization Admin → Teams<br>Manage Teams | Teams: Team Management (Manager Role)           | Allows the user to review and modify various information associated with a user team, such as available media pieces, print orders, and loans.  | ✓                  |      |                              | ✓         | ✓            | ✓              |                    |              |                  |
| OADM                | Organization Admin → Teams                 | Teams: Team Management Setup (Admin Role)       | Allows the user to create a user team, assign users to that team, and designate the manager(s) of that team.  | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| HLP                 | Help Center → Training Resource Center     | Training Resource                               | Allows the user access to Total Expert's Training Resource Center page.   | ✓                  | ✓    | ✓                            |           | ✓            | ✓              | ✓                  | ✓            |                  |
| L&C                 | Leads & Contacts → Contacts                | Transfer Contact : Create Optional Group        | Allows a user who is transferring a contact to another Total Expert user to add the contact to a specified contact group in addition to the organization's standard group for transferred contacts. | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |





| Feature Key         |   | help center                     | HLP  | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|---|---------------------------------|--|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                    | INT  | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                    | ITG  | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys                        | JRN  | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                | L&C  | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV  | loans                           | LNS  | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                | MKTG   | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation  | Permission Name                 | Description  |                    |      |                              |           |              |                |                    |              |                  |
| L&C<br>LNS          | Leads & Contacts →<br>Contacts<br><hr/> Loans   | Transfer Loan                   | Allows a user to transfer ownership of a contact record to another Total Expert user even if a loan is associated with that contact.<br><br>Allows a user to transfer ownership of a loan record to another Total Expert user, along with any associated contact records.  | ✓                  | ✓    | ✓                            | ✓         |              | ✓              | ✓                  |              |                  |
| STG                 | settings menu → (Account Settings, Email Settings, Phone Number Settings, Marketing Profile, or MLS/IDX Settings) | User Settings: Access           | Allows the user to view their user account, email, and marketing profile settings.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |
| STG<br>ITG          | settings menu → Integration Settings  | User Settings: API Integrations | Allows the user to integrate 3rd-party accounts with their Total Expert account.   | ✓                  | ✓    | ✓                            | ✓         |              | ✓              | ✓                  |              |                  |
| STG<br>PTFM         | settings menu → Payment Methods<br><hr/> Organization Admin → Manage User Budget                                  | User Settings: Payment Methods  | Allows the user to enter credit card information to use when making purchases in Total Expert.<br><br>Allows the user to create an organization Stripe account, connect it with a bank account, transfer funds from the bank account to the Stripe account, and import budget allocation rules for individual users. | ✓                  | ✓    | ✓                            | ✓         |              | ✓              | ✓                  |              |                  |
| STG                 | settings menu → (Account Settings or Marketing Profile)   | User Settings: Write            | Allows the user to edit their account or marketing profile.  | ✓                  | ✓    |                              |           |              | ✓              |                    |              |                  |
| RPT<br>CMPL         | Reporting → (any)<br><hr/> Compliance → (any)   | User: Admin Account             | Excludes media created by the user to whom this permission is applied when generating reports.   | ✓                  | ✓    |                              |           |              | ✓              |                    |              |                  |
| PTFM                | Dashboard   | User: Dashboard                 | Allows the user to view the Dashboard page.<br>Should be on for every user, regardless of role.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  |              |                  |



| Feature Key         |  | help center                       | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|--|-----------------------------------|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN   | intelligence                      | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK  | integrations                      | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL   | journeys                          | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML  | leads & contacts                  | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV   | loans                             | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH   | manage marketing                  | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation   | Permission Name                   | Description   |                    |      |                              |           |              |                |                    |              |                  |
| PTFM<br>L&C         | Dashboard<br>-----<br>Activity Stream<br>-----<br>Leads & Contacts →<br>Contacts | User: Dashboard - Activity Stream | Allows the user to see the Recent Activity stream on the Dashboard and the Activity Stream option in the navigation menu.<br><br>Allows the user to see the Recent Activity section on the lead details page for each lead.<br><br>Should be on for every user, regardless of role. | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| STG<br>MKTG<br>OADM | settings menu →<br>Disclaimers<br>-----<br>Manage Marketing →<br>Disclaimers     | User: Disclaimers                 | Allows the user to create, edit and delete disclaimers for their organization and for their own user.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| L&C<br>EML          | Leads & Contacts →<br>Contacts   | User: Group BombBomb Integration  | Allows the user to send BombBomb videos to more than one contact at a time.   | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| PTFM<br>MKTG<br>EML | Dashboard → Marketing<br>-----<br>Dashboard → Email                              | User: Marketing Dashboard         | Allows the user to access the Marketing and Email dashboards.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| STG<br>OADM         | settings menu → Account<br>Settings<br>-----<br>Organization Admin →<br>Users    | User: New Lead Email Alerts       | Allows the user to choose whether or not to receive an email alert when a new lead is shared with or assigned to them.<br><br>Allows the user to choose whether or not any users in their organization should receive this type of email alert.                                     | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| STG<br>TSK<br>OADM  | settings menu → Account<br>Settings<br>-----<br>Organization Admin →<br>Users    | User: New Task Email Alerts       | Allows the user to choose whether or not to receive an email alert when a new task has been assigned to them.<br><br>Allows the user to choose whether or not any users in their organization should receive this this type email alert.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| PTFM                | n/a  | User: Onboarding Intro Slides     | Shows an introductory slideshow to a new user when they log in for the first time.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| TSK                 | Tasks → Recurring Tasks  | User: Recurring Tasks             | Allows the user to create, edit, and delete recurring tasks.  | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |



| Feature Key         |   | help center                               | HLP   | organization admin | OADM | User Persona ( * = optional) |           |              |                |                    |              |                  |
|---------------------|---|---|---|--------------------|------|------------------------------|-----------|--------------|----------------|--------------------|--------------|------------------|
| campaigns           | CMPN  | intelligence                              | INT   | platform           | PTFM | Admin                        | Marketing | Loan Officer | LOA (Licensed) | LOA (Not Licensed) | Compliance * | Branch Manager * |
| co-marketing        | CMK   | integrations                              | ITG   | print marketing    | PRNT |                              |           |              |                |                    |              |                  |
| compliance          | CMPL  | journeys                                  | JRN   | reporting          | RPT  |                              |           |              |                |                    |              |                  |
| email marketing     | EML   | leads & contacts                          | L&C   | settings           | STG  |                              |           |              |                |                    |              |                  |
| focused view        | FV  | loans                                     | LNS   | tasks              | TSK  |                              |           |              |                |                    |              |                  |
| general merchandise | MRCH  | manage marketing                          | MKTG  | Web marketing      | WMKT |                              |           |              |                |                    |              |                  |
| Feature             | Navigation  | Permission Name                           | Description   |                    |      |                              |           |              |                |                    |              |                  |
| L&C                 | Listings & MLS Data → MLS Searches                    | User: Search MLS                          | Allows the user to create, save, edit, or delete searches of MLS listings.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| JRN<br>STG          | Organization Admin → User Interface Settings          | User: System Notification Branding Toggle | Allows the user to toggle whether or not Total Expert branding appears on journey notifications for their organization.   | ✓                  | ✓    |                              |           |              |                | ✓                  |              |                  |
| TSK<br>L&C          | Tasks → Tasks<br><hr/> Leads & Contacts → Contacts    | User: Tasks                               | Allows the user to create, edit, and delete tasks.<br>Allows the user to view and create tasks associated with a particular lead via the contact details page for each contact. | ✓                  | ✓    | ✓                            | ✓         | ✓            | ✓              | ✓                  | ✓            |                  |
| JRN                 | Journeys  | View Journey List Page                    | Allows the user to see a list of all journeys they have access to (regardless of publishing status) on a single page.   | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| OADM                | Organization Admin → Loan & Product Participant Roles | View Loan Participant Roles               | Allows the user to view types of loan and product participants (borrower, co-borrower, agents, and so on) stored for their organization.  | ✓                  | ✓    |                              |           |              |                |                    |              |                  |
| WMKT                | Web Marketing → Single Property Sites                 | Web Marketing: Single Property Sites      | Allows the user to view, edit, create, or delete a single property website. With only this enabled, customization options are limited.  | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| WMKT                | Web Marketing → Single Property Sites                 | Web Marketing: SPS Customize              | Enables the Customize tab on the page for customizing a single property website. This allows the user to customize much more of the design when creating a site.                | ✓                  | ✓    | ✓                            | ✓         |              |                | ✓                  | ✓            |                  |
| OADM                | Organization Admin → Loan & Product Participant Roles | Write Loan Participant Roles              | Allows the user to create types of loan and product participants (borrower, co-borrower, agents, and so on) for their organization.   | ✓                  | ✓    |                              |           |              |                |                    |              |                  |