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## Credit Lines for Buy-Here, Pay-Here Dealers

<b>Program Description</b>	Asset-based senior line of credit for buy-here, pay-here dealers.
<b>Line of Credit</b>	From \$1 million to \$5 million.
<b>Advances</b>	Competitive advance rates. Contract packages to be sent to NAC for daily advances on the credit line.
<b>Collections</b>	Dealership may collect their accounts. Nationwide's collection agency is also available at any stage of delinquency at a competitive rate.
<b>Collateral</b>	First lien on all assets except those covered under a floorplan agreement, plus personal guarantees from dealer principals/owners.
<b>Years in Business</b>	Minimum of 3 years in business. Newer dealerships may take advantage of Nationwide's point-of-sale purchase program.
<b>Available States</b>	AZ, CA, GA, ID, IL, IN, KS, LA, MI, MS, MO, NE, NV, NM, OH, OR, SD, TN, UT, WA, WV, WI

### Additional Benefits:

1. Nationwide has provided sub-prime lending to dealers and customers since 1954. Our experienced team will work with you to help achieve your goals.
2. Contracts will be loaded into Nationwide's collection servicing system by Nationwide. This system tracks payments and provides information to help you manage your portfolio, such as static pool reports, monthly reporting of cash collections and portfolio delinquency and charge-off statistics. In addition, our system provides your daily borrowing base certificate.
3. NAC's staff of experienced collection professionals is available at your option to help maximize recoveries from your delinquent accounts.
4. NAC's optional computerized insurance tracking system is available to you to ensure your customers carry physical damage coverage on the vehicle.

Contact: Please call Martin Less at 800-622-7605 x 1291 for more information.

## **Credit Lines for Buy-here, Pay-Here Dealers**

### **Initial Documents to Determine Eligibility**

#### 1. Borrower Overview

- Corporate name, location address(es) and website address (if applicable)
- Owners/Principals
- Contact telephone numbers and e-mail addresses
- Year founded
- Number of employees, units in inventory

#### 2. Borrower Financial Statements:

- Consolidated/Combined financial statements prepared by an outside accounting firm, including accountant's notes to the financial statements for the most recent three-year period (e.g. Fiscal Years Ending 2009, 2008 and 2007).
- Most recent interim (year-to-date) period along with the same comparable interim period the previous year.

#### 3. Portfolio statistics by month for the past 24 months:

- Units and Principal Dollars Outstanding
- Total Cash Collected
- An aging schedule (\$ and % to outstanding):
  - Current
  - 1-29 days past due
  - 30-59 days past due
  - 60-89 days past due
  - 90-119 days past due
  - 120+ days past due
- Total principal dollars written-off (net of any dollars recovered for accounts previously charged off)
- Units and principal dollar volume of new accounts

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