

# Nationwide Cassel

## 2010 Program Guidelines for Illinois Dealers



### NO MILEAGE OR YEAR LIMITS

<u>YEAR</u>	<u>TERM</u>
2010 - 2008	60
2007 - 2006	54
2005	48
2004 and older vehicles based on wholesale value:	
\$ 7,500 and up	48
\$ 7,499 - \$ 6,000	42
\$ 5,999 - \$ 4,000	36
\$ 3,999 - \$ 3,000	30

### HIGHER ADVANCES

Up to 115% of book value + TT&L  
+ approved service contract  
+ GAP

### AMOUNT FINANCED

\$ 15,000 maximum  
\$ 3,000 minimum

### DOWN PAYMENT

Minimum 10% of selling price or  
\$1,000, whichever is greater. Minimum  
\$500 with trade-in. Subject to the deal's  
credit quality and collateral.

### SERVICE CONTRACTS

(PAID 100%)

12 months / 12,000 miles - \$ 1,500
24 months / 24,000 miles - \$ 1,800
36 months / 36,000 miles - \$ 2,000
48 months / 48,000 miles - \$ 2,000

### GAP POLICIES

(PAID 100%)

Up to \$600 for full term of contract

### HOLDBACK & RESERVE

Holdbacks are individually negotiated.  
Reserves shall also be credited with  
finance charges above our minimum  
earnings rate.

See our website for approved service contract and gap providers

### MINIMUM RATE

21% APR when amount financed is  $\geq$  \$ 9,000

24% APR when amount financed is  $<$  \$ 9,000

### HOLDBACK CREDITS PAID TO DEALER

32.5% - 44.00% APR = The greater of 6.2% of finance charge or \$100

Holdback credits are paid to the dealer with each deal check and reduces holdback reserve taken on the deal. Holdback credits may be partially charged back to the dealer in cases of prepayment or charge-off. No holdback credits are paid to the dealer when finance charge is less than \$1,000.

Ph: 773.777.7600  
Fx: 773.777.9404  
3435 N. Cicero Avenue  
Chicago, IL 60641  
[www.nac-loans.com](http://www.nac-loans.com)

### NO CREDIT SCORING

Current and previous  
job length should total  
at least 1 1/2 years

•  
3 year income history  
required

•  
\$1,800 per month minimum  
income

•  
15% maximum payment to  
gross income

•  
50% maximum debt ratio

**Refunds / Cancellations of Service Contracts & GAP Policies** - In the event of cancellations, for any reason, including prepayment, customer request, repossession or charge-off, dealer is responsible for refunding the return premium and related commission to Nationwide in a timely manner.

**Credit Approvals** are subject to re-verification if we do not receive a contract within 35 days from approval.

**The Dealer Agreement** is the definitive agreement between us and defines the legal rights of both parties. A signed dealer agreement is required prior to funding.

**We do not discriminate against applicants residing on Indian reservations.**

**Nationwide reserves the right to change this document with 10 days notice.**

**SUB-PRIME LENDERS SINCE 1954**

**ILLINOIS CHECKLIST FOR FUNDING PACKAGE**

*Complete this form and submit with retail installment contract*

Customer Name: \_\_\_\_\_ Dealer: \_\_\_\_\_ Log # \_\_\_\_\_

- Nationwide Cassel's retail installment contract - Need original and yellow copy of completed contract with wage assignment assigned by an authorized signer (Sign **FRONT** and **BACK** of contract - **3 SIGNATURES**)
- Copy of signed credit application
- Insurance verification - required on unpaid balances over \$4,000
- Copy of front and back of customer's valid driver's license - I.D. required on all signers and signature must match contract
- Proof of residence for all buyers
- Copy of customer's current paystub (proof of income for self-employed)
- Copy of W-2, 1099 or signed W-9 form.
- Copy of odometer statement
- Copy of Illinois application for vehicle title and registration naming **Nationwide Cassel LLC** as lienholder
- Copy of buyer's order/bill of sale
- All signers on contract must be on title
- Six references listed below:

NAME	RELATIONSHIP (specify)	ADDRESS	PHONE
	Relative		
	Relative		
	Relative		
	Relative		
	Other		
	Other		

When applicable:

- Signed Arbitration Agreement and Supplemental Disclosure for Iliana (grey), Bankers Systems (Wolters Kluwer) or Law simple interest contracts
- Copy of co-signer's valid driver's license or I.D. - signature must match contract
- Copy of co-signer's signed credit application
- Copy of co-signer's current paystub (proof of income for self-employed)
- Copy of approved service contract and GAP coverage naming **Nationwide Cassel LLC** as lienholder
- Signed GAP (Debt Cancellation) Coverage form
- Signed Non-English Language Transaction form
- 6 personal references on co-signer if living at different address
- Federal Notice to Co-signer forms are required for all non-spouse signers
- Copy of Involuntary Unemployment Insurance Policy
- Voluntary authorization for automated car payment form

This information furnished by: \_\_\_\_\_ Date: \_\_\_\_\_

**All forms available at [www.nac-loans.com](http://www.nac-loans.com)**

SEND FUNDING PACKAGES & TITLES TO:

SEND INSURANCE INFO TO:

**Nationwide Cassel**  
**Attn: Funding Department (4th floor)**  
**3435 North Cicero Avenue**  
**Chicago, IL 60641**

**Nationwide Cassel**  
**Dept 5056**  
**P.O. Box 2350**  
**Coraopolis, PA 15108**

Funding occurs the next business day after contract is received and stipulations have been met.  
 All contracts are subject to verification with customer.

**LIENHOLDER INFORMATION**

**AUTO INSURANCE COVERAGE**

According to the federal lien perfection provision, a dealer has 30 days from date of sale to perfect a lien. Please register **Nationwide Cassel LLC** as LIENHOLDER within that time. **We do not accept rebuilt, salvage, or flood titles.**

Vehicle must be covered by physical damage insurance with loss payee payable to **Nationwide Cassel LLC** prior to purchase. **Unpaid balances over \$4,000 need a minimum term of 6 months and a maximum \$500 deductible.**