

Nationwide Cassel

2012 Program Guidelines for Indiana Dealers



NO MILEAGE OR YEAR LIMITS

<u>YEAR</u>	<u>MAX TERM</u>
2012 - 2009	60
2008 - 2007	54
2006 and older vehicles based on NADA clean trade-in value:	
\$ 7,500 and up	54
\$ 7,499 - \$ 6,000	42
\$ 5,999 - \$ 4,000	36
\$ 3,999 - \$ 3,000	30

Up to \$15,000 amount financed \geq \$2,000/mo income
Maximum \$10,000 amount financed $<$ \$2,000/mo income

SERVICE CONTRACTS (PAID 100%)

12 months / 12,000 miles - \$ 1,500 (minimum)
24 months / 24,000 miles - \$ 1,800
36 months / 36,000 miles - \$ 2,000
48 months / 48,000 miles - \$ 2,000 <i>Additional \$500 for 4x4 or AWD</i>

See our website for approved service contract and gap providers

HIGHER ADVANCES

Up to 115% of NADA clean trade-in
+ TT&L + approved service contract
+ GAP

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.

AMOUNT FINANCED

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

GAP POLICIES (PAID 100%)

Up to maximum allowed for your
dealership by the Indiana DFI

See our website for approved service
contract and gap providers

HOLDBACKS

Holdbacks are individually negotiated

Ph: 800.622.7605
Fx: 800.622.0662
3435 N. Cicero Avenue
Chicago, IL 60641
www.nac-loans.com

NO CREDIT SCORING

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

•
Minimum 2 years
residence history required

•
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.

Effective 4/12 IN



INDIANA CHECKLIST FOR FUNDING PACKAGE

Complete this form and submit with retail installment contract

Customer Name: _____ Dealer: _____ Log # _____

- Need original completed retail installment contract assigned by an authorized signer
- [Check website for acceptable retail installment contract form](#)
- 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, **signature and name 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 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
- Signed [Supplemental Disclosure and Agreement form](#) (Rev. 10/11)
- Six references listed below:

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

When applicable:

- Copy of co-signer's valid driver's license or I.D. - **signature and name 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 form for any other back-end product
- Original signed federal [Notice to Co-signer form](#)
- Signed [Non-English Language Transaction form](#)
- 6 personal references on co-signer if living at different address
- [Voluntary authorization for automated car payment form](#)

This information furnished by: _____ Date: _____

SEND FUNDING PACKAGES & TITLES TO:

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

SEND INSURANCE INFO TO:

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. All forms available at www.nac-loans.com

LIENHOLDER INFORMATION

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.**

AUTO INSURANCE COVERAGE

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.**

Nationwide Cassel

2012 Indiana Non-Prime Program



RATE

21 %

AMOUNT FINANCED

Up to \$ 15,000

HOLDBACK RESERVE

\$ 495

ACQUISITION FEE

\$ 0

ADVANCE

Up to 115% of NADA clean trade-in
+ TT&L + service contract
+ GAP

LOAN-TO-VALUE (LTV)

Up to 140%

ELIGIBLE VEHICLES

7 years old or newer with less
than 100,000 miles

YEAR	TERM
2012 - 2010	60
2009 - 2008	54
2007	48

DOWN PAYMENT

Minimum 10% of selling price or
\$1,000, whichever is greater.

Minimum \$500 with trade-in.

SERVICE CONTRACTS

(PAID 100%)

12 months / 12,000 miles - \$ 1,500 (minimum)
24 months / 24,000 miles - \$ 1,800
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48 months / 48,000 miles - \$ 2,000

Additional \$500 for 4x4 or AWD

GAP POLICIES

(PAID 100%)

Up to maximum allowed for your
dealership by the Indiana DFI

See our website for approved service
contract and gap providers

INCOME AND JOB REQUIREMENTS

Credit background should
indicate about as many good
as bad trades, or better

No bankruptcies

•
\$ 2,000 per month
minimum income

(3 year income history required)

•
\$ 1,000 per month
minimum "free cash"*

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

•
Up to 15%
payment to gross income

•
Up to 50% debt to gross
income*

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Chicago, IL 60641

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**SERVING
DEALERS
SINCE 1954**

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*Includes \$100 insurance factor and minimum \$500 rent
Availability subject to state regulations

Effective 4/12 IN