

# Nationwide Cassel

2008 Program Guidelines for Louisiana Dealers



## NO MILEAGE OR YEAR LIMITS

<u>YEAR</u>	<u>TERM</u>
2008 - 2006	60
2005 - 2004	54
2003	48
2002 and older vehicles based on wholesale value:	
\$ 7,500 and up	48
\$ 7,499 - \$ 6,000	42
\$ 5,999 - \$ 4,000	36
\$ 3,999 - \$ 2,500	30
\$ 2,499 and under	18-12

## HIGHER ADVANCES

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

## AMOUNT FINANCED

\$ 15,000 - \$ 2,000

## 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

## RESERVE

Holdbacks are individually negotiated

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

24.0% - 27.99% APR	= \$ 50.00
28.0% - 32.49% APR	= \$ 100.00
32.5% - 33.00% APR	= The greater of 8.4% of finance charge or \$100

A. Maximum rates are limited as per Louisiana law.

B. Holdback credits are paid to the dealer with each deal check and reduces holdback reserve taken on the deal. Holdback credits are limited to the finance charge equivalent of 3.0% APR on the contract and 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: 800.622.7605

Fx: 800.622.0662

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 year

•  
3 year income history  
required

•  
\$ 1,500 per month minimum  
income

•  
15% maximum payment to  
gross income

**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.

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

SUB-PRIME LENDERS SINCE 1954

**LOUISIANA CHECKLIST FOR FUNDING PACKAGE**

*Complete this form and submit with retail installment contract*

Customer Name: \_\_\_\_\_ Dealer: \_\_\_\_\_

- Need original and a copy of completed retail installment contract assigned by an authorized signer
- Insurance verification required on unpaid balances over \$4,000
- Copy of customer's valid driver's license (I.D. required on all signers)
- Proof of residence for all buyers
- Copy of customer's current paystub (proof of income for self-employed)
- Copy of odometer statement
- Copy of UCC-1 Form
- Copy of Louisiana application for vehicle title and registration form VH1799 naming **Nationwide Cassel LLC** as lienholder
- Copy of buyer's order/bill of sale
- Signed Supplemental Disclosure and Agreement form
- Six references listed below:

NAME	RELATIONSHIP	ADDRESS	PHONE

When applicable:

- Copy of co-signer's valid driver's license or I.D.
- 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 federal Notice to Co-signer form
- Signed Non-English Language Transaction form
- Signed co-signer Supplemental Disclosure and Agreement form
- 6 personal references on co-signer if living at different address

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

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

SEND FUNDING PACKAGES 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.

**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 \$500 deductible.**