

# Nationwide Cassel



## 2012 Program Guidelines for Michigan 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

## RATES AS LOW AS 19.9%

Based on credit quality

### 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 \$700 for full term of contract

### HOLDBACK & RESERVE

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

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 from one source

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.**

**MICHIGAN CHECKLIST FOR FUNDING PACKAGE**
*Complete this form and submit with retail installment contract*

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

- Need original completed retail installment contract **Law 553-MI-ARB** or **RSSIMVLFA-MI rev. 7-09 assigned by an authorized signer**
- 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 title and registration (RD -108) naming **Nationwide Cassel LLC** as lienholder with all signers on contract
- Special Mailer Form TR-114 signed by customer
- Copy of buyer's order/bill of sale (RD - 108)
- 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](http://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 Non-Prime Program

### RATE

19.9 %

### ACQUISITION FEE

\$ 0

### AMOUNT FINANCED

Up to \$ 15,000

### ADVANCE

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

### HOLDBACK RESERVE

\$ 450

### LOAN-TO-VALUE (LTV)

Up to 140 %

Ph: 800.622.7605

Fx: 800.622.0662

3435 N. Cicero Avenue  
Chicago, IL 60641

[www.nac-loans.com](http://www.nac-loans.com)

### ELIGIBLE VEHICLES

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

YEAR	TERM
2012 - 2009	60
2008 - 2007	54
2006	48

### DOWN PAYMENT

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

Minimum \$500 with trade-in.

**SERVING  
DEALERS  
SINCE 1954**

### 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 \$ 700  
for full term of contract

See our website for approved service  
contract and gap providers

**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.

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*No rebuilt, salvage or flood titles*

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### INCOME AND JOB REQUIREMENTS

Established 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\*

\*Includes \$100 insurance factor and minimum \$500 rent

Availability subject to state regulations