

Nationwide of New Mexico

2008 Program Guidelines for New Mexico 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

See our website for approved service contract and gap providers

GAP POLICIES (PAID 100%)

Up to \$ 600 for full term of contract

RESERVE

Holdbacks are individually negotiated

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% - 44.00% APR = The greater of 8.4% 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: 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 year

•
3 year income history
required

•
\$ 1,350 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



NEW MEXICO 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 New Mexico application for vehicle title and registration ("green slip") naming Nationwide of New Mexico LLC as lienholder
Copy of buyer's order/bill of sale
Signed Supplemental Disclosure and Agreement form
Six references listed below:

Table with 4 columns: NAME, RELATIONSHIP, ADDRESS, PHONE. Contains 6 empty rows for listing references.

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 of New Mexico 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

SEND FUNDING PACKAGES TO:
Nationwide of New Mexico
Attn: Funding Department (4th floor)
3435 North Cicero Avenue
Chicago, IL 60641

SEND INSURANCE INFO TO:
Nationwide of New Mexico
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 of New Mexico 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 of New Mexico LLC prior to purchase. Unpaid balances over \$4,000 need a minimum term of 6 months and a \$500 deductible.