

Nationwide Cassel

2008 Program Guidelines for Ohio Dealers



NO MILEAGE OR YEAR LIMITS

<u>YEAR</u>	<u>TERM</u>
2008 - 2006	60
2005 - 2004	54
2003	48
2002 and older 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

RATES

21% APR when amount financed is \geq \$ 9,000
25% APR when amount financed is $<$ \$ 9,000

SUB-PRIME LENDERS SINCE 1954

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

•
\$ 1,500 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, cus-
tomer request, repossession
or charge-off, dealer is re-
sponsible for refunding the re-
turn 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.**



OHIO 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 Ohio application for vehicle title and registration 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

SEND FUNDING PACKAGES TO:

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

SEND INSURANCE INFO TO:

Nationwide Cassel
Insurance Department
3435 North Cicero Avenue
Chicago, IL 60641

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.**



Nationwide Cassel

Sub-prime Lending Specialists Since 1954

OHIO DEALER REMITTANCE

Selling Price (Including tax, title & license)	\$8,000	
Down Payment	<u>(2,000)</u>	
Amount Financed (Excluding service contract & GAP)	\$6,000	
Dealer Reserve Holdback	<u>(600)</u>	
Remittance Prior to Service Contract & GAP (Up to 115% of wholesale value, including TT&L)		\$5,400
Service Contract (24/24)		1,800
Gap Policy		<u>600</u>
TOTAL AMOUNT PAID TO DEALER FROM NATIONWIDE		\$7,800
DOWN PAYMENT RECEIVED FROM CUSTOMER		<u>2,000</u>
TOTAL PROCEEDS		\$9,800
<i>Assumed Costs:</i>		
Vehicle	(\$4,296)	
TT&L	(459)	
Service Contract	(850)	
GAP	<u>(150)</u>	
EXPECTED PROFIT		\$4,045

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Nationwide Cassel

2008 Non-Prime Program



RATE

19.9 %

ACQUISITION FEE

\$ 0

AMOUNT FINANCED

Up to \$ 15,000

ADVANCE

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

HOLDBACK RESERVE

\$ 450

LOAN-TO-VALUE (LTV)

Up to 140 %

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3435 N. Cicero Avenue
Chicago, IL 60641

www.nac-loans.com

ELIGIBLE VEHICLES

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

YEAR	TERM
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2003 - 2002	48

DOWN PAYMENT

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\$1,000, whichever is greater.

Minimum \$500 with trade-in.

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DEALERS
SINCE 1954

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for full term of contract

See our website for approved service
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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.

No rebuilt, salvage or flood titles.

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INCOME AND JOB REQUIREMENTS

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

- \$ 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