

Nationwide Cassel

2008 Program Guidelines for South Dakota 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

•
\$ 1,500 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.**

SUB-PRIME LENDERS SINCE 1954



SOUTH DAKOTA 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 South Dakota 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
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.**