

Nationwide Nevada

2008 Program Guidelines for Utah 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 \$1,000 over book value
before 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: 888.209.4447
Fx: 888.677.0650

1920 E. Sahara Avenue
Las Vegas, NV 89104

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

UTAH 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 Utah application for vehicle title and registration naming **Nationwide Nevada 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 Nevada 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 Nevada
Attn: Funding Department
1920 E. Sahara Ave
Las Vegas, NV 89104

SEND INSURANCE INFO TO:

Nationwide Nevada
Dept 5046
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 Nevada 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 Nevada LLC** prior to purchase. **Unpaid balances over \$4,000 need a minimum term of 6 months and a \$500 deductible.**

Nationwide Nevada

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 %

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

YEAR	TERM
2008 - 2006	60
2005 - 2004	54
2003 - 2002	48

DOWN PAYMENT
Minimum 10% of selling price or
\$1,000, whichever is greater.
Minimum \$500 with trade-in.

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
See our website for approved service
contract and gap providers

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*

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**SERVING
DEALERS
SINCE 1954**

**Refunds / Cancellations of
service Contracts & GAP
Policies** - In the event of
cancellations, for any rea-
son, including prepayment,
customer request, reposses-
sion or charge-off, dealer is
responsible for refunding the
return premium and related
commission to Nationwide in
a timely manner.

Credit Approvals are sub-
ject 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 branded
titles.

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10 days notice.**

*Includes \$100 insurance factor and minimum \$500 rent
Availability subject to state regulations



Nationwide Nevada

Sub-prime Lending Specialists Since 1954

UTAH 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 & Holdback Credit (Up to \$1,000 over wholesale value)	\$5,400
Service Contract (24/24)	1,800
Gap Policy	600
Holdback Credit (Assumes 32.5% APR and 48 month term = \$6,709.7 Finance Charges x 8.4%)	<u>564</u>
TOTAL AMOUNT PAID TO DEALER FROM NATIONWIDE	\$8,364
DOWN PAYMENT RECEIVED FROM CUSTOMER	<u>2,000</u>
TOTAL PROCEEDS	\$10,364
<i>Assumed Costs:</i>	
Vehicle	(\$4,005)
TT&L	(395)
Service Contract	(850)
GAP	<u>(150)</u>
EXPECTED PROFIT	\$4,964

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