

**Program / Structure Guidelines**

All submissions will be priced and based on the credit bureau pulled by the bank. Loan structure impacts the final rate. See the credit approval for the final rate (inclusive of all applicable discounts).

Amount Financed		Eligible Terms	Advance, LTV, PTI Policies	Maximums
\$50,000 & Over		Up to 240 Months <sup>1</sup>	<b>Advance<sup>2</sup></b> for New and Used Vehicles (Advance = Selling Price + TTL – Net Down Payment + Fees)	Up to a maximum of 120% <sup>3</sup>
\$25,000 - \$49,999		Up to 180 Months <sup>1</sup>		
\$15,000 - \$24,999		Up to 144 Months <sup>1</sup>	<b>LTV</b> (Loan Amount / Collateral Value)	Up to a maximum of 135% <sup>3</sup> (Inclusive of backend products)
\$10,000 - \$14,999		Up to 120 Months <sup>1</sup>	<b>PTI</b> (Payment / Gross Income of all applicants)	Up to a maximum of 20% <sup>3</sup>

1 - Terms, Advance, LTV, PTI and Total Backend may be adjusted downward due to risk.

2 - All approved loan amounts (Advance) include tax, title, license, documentary stamps and fees.

3 - After market products: If legally permitted to be sold and financed by your state, list separately on the contract. Amounts of these products must be included in your advance request and subject to advance percent caps as approved.

**Backend Policies****Maximum Backend:**

- Total Backend not to exceed the greater of \$3,500 or 15% of Invoice (New) or Collateral Value (Used), subject to LTV Caps.
- Total Backend Cap of \$15,000
- Acceptable Backend Products include: Service Contracts, GAP (max \$2,500 except for TX max is 5% of total loan amount, IN max is \$2,500 if total amount financed is >\$54,600 or \$506 if total amount financed is ≤ \$54,600, CO max is \$300 or 2% of total loan amount subject to applicable state laws), Tire & Wheel, Roadside Assistance, Credit Life and A&H from approved providers. (All other products related to the collateral should be included in the front end advance).

Down Payment Policy		Down Payment Calculations		Collateral Valuation
<b>Down Payment Requirement</b>	10% cash or <b>TRADE EQUITY</b> down payment required on deals \$75,000 or greater. <b>NO</b> down payment requirement on loans below \$75,000 for qualified applicants.	<b>Net Trade &lt; 0</b> = Cash Down/[Purchase Price + Sales Tax + (Negative Trade)]	<b>Net Trade ≥ 0</b> = Cash Down + Net Trade/[Purchase Price + Sales Tax]	<ul style="list-style-type: none"> <li>• Used Collateral Value Calculation = <b>NADA Base Wholesale X 110%</b></li> <li>• New Collateral = Gross Invoice Amount</li> <li>• All units must contain the RVIA Seal Invoice or Bookout Sheet must be included in funding package.</li> </ul>

**Dealer Participation**

- APR cannot exceed 1.75% over the buy rate.
- For contract terms 60 months and greater: 1.00% paid for each 0.25% increase in the buy rate. Maximum participation 7%.
- For contract terms 48 to 59 months: 0.50% paid for each 0.25% increase in the buy rate. Maximum participation 4%.
- For contract terms less than 48 months: 0.25% paid for each 0.25% increase in buy rate. Maximum Participation 2%.
- Maximum Participation on loans in excess of \$150,000 is 3%.
- Maximum participation paid = \$18,000
- CA Only: The amount dealers may be compensated in return for raising the interest rate on a vehicle is capped at 2.5% of the finance charge for loan terms 60 months or less and 2% for loan terms greater than 60 months.

**Additional Program Guidelines**

- All applicant(s) must have a valid U.S. Driver's License(s).
- Income must be verifiable and only income for the person signing the contract will be used. Loans \$250,000 and greater require full financial disclosure.
- **Effective April 1, 2016, only 2016 Model year units are considered NEW Units**
  - - Max collateral age for units with collateral values less than \$100,000 is 7 model years.
  - - Max collateral age for units with collateral value greater than \$100,000 is 10 model years
  - - Max mileage on model years is 50,000 (gasoline) and 100,000 (diesel)
- Recreational Vehicles with an amount financed or vehicle value less than \$5,000 or with mileage greater than 50,000 (100,000 for diesel units) are ineligible for financing.
- **Expirations:** Approvals are good for 45 days. Special Order RV contract approvals are good for 60 days. If expired, re-approval and /or new rate required.
- Limitations on rates and participation are subject to state usury laws.
- Ineligible Vehicles and Vehicle Use Purpose are, but not limited to Park Trailers, Park Models, Full Timers and Business or Commercial Use Vehicles (Regardless if intended for personal use)
- Power of Attorney is not eligible for financing
- Non-borrowers cannot be listed on title.
- No Frozen Files
- This program cannot be used to advance monies or as a source for additional financing to pay off contracts unrelated to the sale of the vehicle.
- Enter deal parameters into Dealer Track® or AppOne for expedited service. Deal structure determines final rate and includes all applicable discounts
- Product Itemization: all amounts paid by the creditor to other persons or entities on behalf of the customer "MUST" be listed in the Itemization of the Amount Financed. Each product sold should include the dollar amount.
- Notice to Co-Signer: Required on any contract signer that will not be listed on the vehicle title as owner.
- For additional funding information please refer to the Funding Checklist.

**Contact Information**

Dealer Service Center: 800.991.1770  
Customer Service: 800.215.6195, Option 2

Funding Problem Fax: 866.382.6919  
Contract Funding Fax: 800.457.1031

**CENTER HOURS**  
Monday – Friday 9:00, a.m. – 6:00, p.m. Local Time  
Saturday 10:00, a.m. – 5:00, p.m. Local Time