



Marine Advantage Program

Effective: November 21, 2016

DEALER IS PAID AN ADDITIONAL 1% DEALER PARTICIPATION

Dealer Name _____ Dealer # _____ Date _____

Customer(s) Name _____

Finance Amount	\$10,000 - \$24,999	\$25,000 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$125,000
Trans Union Credit Score (minimum)	740	740	740	740
Time in the Bureau (minimum)	5 Years	5 Years	7 Years	10 Years
Number of Trades (minimum)	5	5	7	10
Previous Installment Credit (minimum)	\$8,000	\$15,000	\$25,000	\$50,000
Payment to Gross Income (maximum)	15%	15%	15%	15%
Debt to Income (maximum)	40%	40%	40%	40%
Gross Monthly Income (minimum)	\$3,000	\$4,000	\$5,000	\$6,000
Loan To Value (maximum) Includes TT&L	120%	120%	120%	110%
Down Payment - Cash/Trade (minimum)	5%	5%	5%	10%
Open Revolving Debt (maximum) Excludes Home Equity	\$20,000	\$20,000	\$20,000	\$20,000

Advantage program is subject to the rate sheet in effect as of the date of the contract.

Additional Requirements

→	Eligible collateral - New to 2013 year models.
→	For multiple applicants, co-applicant must score 700 or above and meet qualifications of applicant.
→	For multiple applicants, they must have prior joint credit history.
→	Financing not available for applicants with existing marine loans unless current unit is being traded.
→	Identifiable continuous source of income (i.e., Wages, Social Security, Pensions, etc.)
→	Must have physical residential address - Financing not available for full time users.
→	No previously denied application, loans for business, trusts or commercial use.
→	Applicants or co-applicants with bankruptcy, repossessions, foreclosures, charge offs, settlement accounts, fraud alerts, disputed accounts, disputed consumer statements, unpaid judgments, unpaid collections, unpaid or unreleased tax liens or accounts managed by consumer credit counseling do not qualify.
→	No current delinquencies and no delinquency notices in the last 12 months for applicants or co-applicants.
→	Maximum backend limited to lesser of 15% of amount financed or \$7,500.00
→	Advantage Sheet must be included on top of standard contract documentation package.
→	If a trade is involved with a payoff, the trade must show up on the TransUnion Bureau.
→	Credit reports must be dated 30 days or less from the date Banterra receives the loan package. Dealership must use TransUnion credit reports. No merged bureaus.
→	Bonus coupon offers can NOT be used with the Advantage program.
*	New Advance = Net invoice + discount (actual up to \$3,000.00 maximum) x's Advance Rate
*	Used Advance = Base NADA wholesale x's Advance Rate