



**Georgia's Own Credit Union**  
 1155 Peachtree Street, Suite 400  
 P.O. Box 105205  
 Atlanta, GA 30348

**Indirect Marine Dealer Rates- New & Used  
 2016-2001**

Finance Amount	Credit Score				effective 5/1/16
	Term	Tier 1 +740	Tier 2 +700	Tier 3 +660	
\$150,000 - \$250,000	180 months	4.49%	5.49%	N/A	
\$100,000 - \$149,999	180 months	4.75%	5.75%	N/A	
\$35,000 - \$99,999	180 months	4.99%	5.99%	8.25%	
\$25,000 - \$34,999	144 months	5.25%	6.25%	8.75%	
<b>\$35,000 &amp; Above</b>	<b>120 months</b>	<b>4.25%</b>	<b>5.25%</b>	<b>7.25%</b>	
\$15,000 - \$24,999	120 months	5.75%	6.75%	9.25%	
\$10,000 - \$14,999	96 months	5.75%	6.75%	9.25%	

**\*\* Minimum Loan is \$10,000**

**\*\* 120 Month Rate Special only applies on Vessels 2007 or Newer**

**\*\* Advances Include TT&L and Dealer/State fees -- Approved Backend products may be added**

**Units 2001-2006**  
**Applicants must be 720+ FICO**  
**Add .50% to above rates**  
**Maximum term is 120 months**

**Participation**

- **Dealer will be paid 5% of the total amount financed. Maximum participation paid = \$7,500.**
- Dealer participation is paid 100% up front. All contract payoffs or defaults within the first 6 payments are subject to 100% chargeback.

**Advance Guidelines**

- New – Maximum advance up to 120% of net invoice, manufacturer discounts up to 15% of the net invoice may be added (not to exceed \$7,500).
- Used – Maximum advance up to 120% based on NADA Trade-In. No additional allowance for options.
- Backend Products – Includes Credit Insurance, Gap, & Service Contracts. Total advance for all backend products is the greater of \$3500 or 15% of the net invoice or NADA trade-in, not to exceed \$7500. Add-ons must be cancelable & include Georgia's Own Credit Union as lien holder where applicable.

**Program Guidelines**

- A survey is required by an approved Georgia's Own Surveyor for all used vessels 2007 or newer with a loan amount of \$70,000 or greater. On vessels 2001-2006 a survey is required for all vessels with a loan amount of \$40,000 or greater.
- Vessels with an amount financed greater than \$100,000 and 27 feet must have a First Preferred Ships Mortgage documented with U.S. Coast Guard by Georgia's Own approved Vessel Documentation Service.
- Delay the first payment up to 60 days (interest accrues).
- Loan approvals are good for 30 days; 60 days on ordered vessels.
- No due dates after the 25<sup>th</sup> of the month.
- Final pricing, terms, and advance are subject to approval.
- All Approvals subject to verification of information at time of funding.
- Member's must reside and title or file UCC in borrower's state of residence.
- Vessels used as a dwelling are **NOT** eligible for Georgia's Own programs.

**Hours**

Monday-Friday 8:30am-5:30pm EST  
 Saturday 9:00am – 1:00pm EST

**Contact Information**

Indirect Lending: (404) 870-1921  
 Fax Number: (404) 870-7667  
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