



Retail Program Specifications

630-552-7974

Fax 630-552-7937

PRICING		\$149 Acquisition Fee and No Holdback			
MODEL YEAR <small>Cars older than 2012 add 25 basis points per year older</small>	TERM (Months) <small>(Excessive mileage can reduce term)</small>	BUY RATES / LTV max is before approved addons			
		Tier 1 (650+) <small>(Acq. Fee Reduced To \$50, MAX LTV 130%)</small>	Tier 2 (601-649) Max LTV 120%	Tier 3 (550-600) Max LTV 115%	Tier 4 (500-549) Max LTV 105%
2018-2022	13-37	9.85	12.85	15.85	18.85
	38-49	10.35	13.35	16.35	19.35
	50-72	10.85	13.85	16.85	19.85
2015-2017	13-37	10.85	13.85	16.85	19.85
	38-49	11.35	14.35	17.35	20.35
	50-72	11.85	14.85	17.85	20.85
2012-2014	13-37	11.85	14.85	17.85	21.35
	38-49	12.35	15.35	18.35	21.85
	50-60	12.85	15.85	N/A	N/A
CUSTOMER REQUIREMENTS			TIER QUALIFIERS		
<ul style="list-style-type: none">* 2 Year Job History* 2 Year Residence History* \$2,000 Minimum Monthly Income* First time buyers rated case by case* \$1K min down pmt must be min of 10% down			<ul style="list-style-type: none">* Competitor rate match with competitor call Document, rate floor 9.85* 25% down with LTV less than or equal to 90% Improve 1 tier level, does not apply to T1* Scores less than 500 require 33% down and LTV less than or equal to 80% and use T4 rate		
TERMS AND CONDITIONS					
<ul style="list-style-type: none">* FLAT: All monthly purchased contracts receive \$250 flat. *Minimum amount financed: \$5,000* Rate Participation: 70/30 Split plan on rate upsell 1%, 2%, 3% amount financed (requires fair lending docs)* GAP: HUB MAX PREMIUM \$899 pays \$600 commission! Fully earned in 60 days! All dealers approved to sell on any approved loan with amount financed greater than NADA trade value. Franchise dealers can offer their GAP for \$899 max premium.* WARRANTY: Route 66 Warranty pays \$400 no charge backs! Must use longest term available, OK to add 7 months to contract when you sell a route 66 warranty (NO rate increase for increased term when selling Rt 66 max premium 18% of amount financed)* VSI: PCI will require VSI insurance on all loans at a cost of \$349.00 per deal. This is Hazard Insurance protection for repossessed vehicles and skip coverage.* GPS & KEY: Dealer to provide a working key & install GPS device on all as inducement to purchase contracts. Key & GPS waived for credit score > =700 or >= 630 with 5 yrs job and residence time (applicant or co-appl.)* NADA clean trade with allowances for miles and options used for vehicle values					
PROGRAM DISQUALIFIERS					
<ul style="list-style-type: none">* Open BK's, BK's > 1, Repo's >1, DTI greater than 60%, PTI>22%, Del mortgage >60 days, Major derogatory after a BK, . Down payment less than \$1K & 10%, Uber/Lyft/livery, mileage in excess of 150K, MAPR greater or equal to 36%* VEHICLE EXCLUSIONS: DIESEL powered vehicles, true miles unknown, rebuilt titles, lemon law* Luxury/Exotics, 80% of NADA clean trade value without credit score greater than 650.					

QUICK REFERENCE GUIDE

OFFICE HOURS (see hours and contacts document in Route One and Dealertrack)

- * Office Hours are 9-5 Monday-Friday. We monitor deal que after hours until 7PM and 9-5 on Saturday
- * Hours and Contacts posted in Dealertrack and RouteOne, do not hesitate to call us if you need help!

APPROVAL GUIDELINES

- * Dealer represents to Peoples Credit Inc. that each transaction complies with all applicable state and federal consumer protection laws
- * Approval valid for 30 days
- * By statute, maximum amount financed: \$40,000
- * Credit with less than 2 years in-file or no auto credit will drop 1 credit tier

INCOME AND EMPLOYMENT

- * POI required for to fund all loans along with employment verification
- * Jobs less than 1 year will require previous job history of 2 years minimum
- * Overtime, bonuses, and commissions considered only if at current job >1year
- * Income received on behalf of a child (SSI, Court Ordered Child Support) must be in the applicant's name and received for at least 1 year.
- * Non-taxable income (including but not limited to SSI, Child Support and SSID) will be grossed up to 125% of verified amount.
- * Cash income can be verified with a job letter on company letterhead with phone number for verification
- * Tip income must be itemized on paystub

RESIDENCE

- * Lending area is northern IL west of I-294, see peoplescredit.net for details
- * 2-year residence history, with minimum of 6 months verifiable at current address, and previous address is in our lending area
- * Minimum of \$500 rent factor for primary applicant and \$800 for joint applicants
- * Joint applicants must live at same address

FUNDING

- * Proof of all employment, income and residence as stated on application must be included with the package and be verified
- * **Valid driver's license required for all borrowers, SSN must validate**
- * Full Coverage insurance with Comp & Coll max deductibles \$500 with lien to Peoples Credit Inc. POB 241 Plano, IL 60545
- * See funding stips in document package.
- * Loss payee and lienholder: PEOPLES CREDIT INC POB 241 PLANO, IL 60545
- * Send fed-x to: Peoples Credit Inc 505 W. Route 34 Plano, IL 60545 or use e-doc and upload stips

