



Retail Program Specifications

630-552-7974

Fax 630-552-7937

PeoplesCredit.net

PRICING		\$149 Acquisition Fee and No Holdback			
MODEL YEAR <small>Cars older than 2013 add 25 basis points per year older</small>	TERM (Months)	CONSUMER RATE			
		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%
2018-2020	13-37	9.85	15.85	21.85	25.85
	38-49	10.35	16.35	22.35	26.35
	50-60	10.85	16.85	22.85	N/A
2016-2017	13-37	10.85	16.85	22.85	26.85
	38-49	11.35	17.35	23.35	27.35
	50-60	N/A	N/A	N/A	N/A
2013-2014	13-37	11.85	17.85	23.85	27.85
	38-49	12.35	18.35	24.35	28.35
	50-60	N/A	N/A	N/A	N/A
CUSTOMER REQUIREMENTS			VEHICLE REQUIREMENTS		
<ul style="list-style-type: none">* 3 Year Job History* 3 Year Residence History* \$2,000 Minimum Monthly Income* 500 Min. Credit Score* Proof of Car Insurance (\$500 Insurance Deduct.)* First time buyers rated case by case			<ul style="list-style-type: none">* 10% or \$1,000 Min. Down Payment* 140,000 Max. Vehicle Mileage* NADA Clean Trade-in Value* EXCLUSIONS: Diesel, True Mileage Unknown, Lemon Law, Straw Purchases, Rebuilt Titles, Luxury/Exotics		
TERMS AND CONDITIONS					
<ul style="list-style-type: none">* FLAT: All monthly purchased contracts receive \$250 flat. <i>*Minimum amount financed: \$5,000</i>* Rate Participation: 70/30 Split plan on rate upsell 1%, 2%, 3% amount financed* GAP: HUB pays \$400 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 \$699 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.* VSI: PCI will require VSI insurance on all loans at a cost of \$249.00 per deal. This is Hazard Insurance protection for repossessed vehicles and skip coverage.* GPS: Dealer must install GPS device on all as inducement to purchase contracts unless otherwise waived in writing. GPS waived for credit score > 700.* HAZARD: All loans with proceeds \$2500 or more are required to have proof of full insurance with lien to PCI & maximum deductible of \$500 prior funding.					
PROGRAM DISQUALIFIERS					
<ul style="list-style-type: none">* Open BK's, BK's > 1, Repo's >1, DTI greater than 55%, Credit Scores <500, PTI>18%, Del mortgage >60 days, Major derogatory after a BK, individuals with open auto loans and no trade. Down payment less than \$1K & 10%, Uber/Lyft/livery* VEHICLE EXCLUSIONS: Diesel, True Mileage Unknown, Lemon Law, Straw Purchases, Rebuilt Titles, Luxury/Exotics, 80% of NADA clean trade value without credit score greater than 650.					

QUICK REFERENCE SHEET

OFFICE HOURS

- * Office Hours are 9-5 Monday-Friday. We monitor deal que after hours until 7PM and 9-1 on Saturday
- * Call your dealer representative if you need help contacting us

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 3 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 provided on application must be included with the package and be verified
- * Proof of residence-utility bill, preferred within 30 days, verbal verification with positive rating
- * **Valid driver's license required for all borrowers.**
- * 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. Send fed-x to: Peoples Credit Inc 505 W. Route 34 Plano, IL 60545

02/04/2020 — PREVIOUS EDITIONS ARE OBSOLETE

