

<b>PRICING</b>		<b>\$199 Acquisition Fee and No Holdback</b>			
<b>MODEL YEAR</b> <small>Cars older than 2014 add 25 basis points per year older</small>	<b>TERM (Months)</b> <small>( Excessive mileage can reduce term)</small>	<b>BUY RATES / LTV max is before approved addons</b>			
		<b>Tier 1 (650+)</b> <small>(Acq. Fee \$49)</small> <b>MAX LTV 120%</b> <b>MAX \$30K</b>	<b>Tier 2 (601-649)</b> <b>Max LTV 115%</b> <b>MAX \$25K</b>	<b>Tier 3 (550-600)</b> <b>Max LTV 105%</b> <b>MAX \$20K</b>	<b>Tier 4 (500-549)</b> <b>Max LTV 100%</b> <b>MAX \$15K</b>
2020-2024	13-37	13.85	16.85	19.85	22.85
	38-49	14.35	17.35	20.35	23.35
	50-72	14.85	17.85	20.85	23.85
2017-2019	13-37	14.85	17.85	20.85	23.85
	38-49	15.35	18.35	21.35	24.35
	50-72	15.85	18.85	21.85	24.85
2014-2016	13-37	15.85	18.85	21.85	24.85
	38-49	16.35	19.35	22.35	25.35
	50-72	16.85	19.85	N/A	N/A
<b>CUSTOMER REQUIREMENTS</b>		<b>TIER QUALIFIERS</b>			
<ul style="list-style-type: none"> <li>* 2 Year Job History</li> <li>* 2 Year Residence History</li> <li>* \$2,000 Minimum Monthly Income</li> <li>* The greater of 10% or \$1K down pmt</li> <li>* First time buyers rated case by case &amp; no scores</li> </ul>		<ul style="list-style-type: none"> <li>* Competitor rate match with competitor call Document, rate floor 11.85%</li> <li>* 25% down with LTV less than or equal to 90% Improve 1 tier level, does not apply to T1</li> <li>* Rate floor 11.85 T1 with compensating factors</li> </ul>			
<b>TERMS AND CONDITIONS</b>					
<ul style="list-style-type: none"> <li>* <b>FLAT: All monthly purchased contracts receive \$250 flat.</b> *Minimum amount financed: \$5,000</li> <li>* <b>Rate Participation: 70/30 Split</b> plan on rate upsell <b>2.00% T1 &amp; T2, 1.50% on T3, 1.00% on T4 rate tiers</b></li> <li>* <b>GAP: HUB MAX PREMIUM \$899 pays \$600 commission! Fully earned in 60 days!</b> 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.</li> <li>* <b>WARRANTY: Route 66 Warranty pays \$400 no charge backs!</b> 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)</li> <li>* <b>VSI: PCI will require VSI insurance on all loans at a cost of \$449.00 per deal.</b> This is Hazard Insurance protection for repossessed vehicles and skip coverage.</li> <li>* <b>GPS &amp; KEY:</b> Dealer to provide a working key &amp; install GPS device on all as inducement to purchase contracts. <b>Key &amp; GPS waived for credit score &gt; =700 or &gt;= 630 with 5 yrs job and residence time (applicant or co-appl.)</b></li> <li>* <b>NADA clean trade with allowances for miles and options used for vehicle values</b></li> </ul>					
<b>PROGRAM DISQUALIFIERS</b>					
<ul style="list-style-type: none"> <li>* Open BK's, BK's &gt; 1, Repo's &gt;1, <b>DTI greater than 60%, PTI&gt;22%</b>, Del mortgage &gt;60 days, Major derogatory after a BK, . <b>Down payment less than \$1K &amp; 10%, Uber/Lyft/livery</b>, mileage in excess of 150K, MAPR greater or equal to 36%</li> <li>* <b>VEHICLE EXCLUSIONS: DIESEL powered vehicles</b>, true miles unknown, rebuilt titles, lemon law</li> <li>* <b>Luxury/Exotics</b>, 80% of NADA clean trade value <b>without</b> credit score greater than 650.</li> <li>* <b>Scores less than 500</b></li> </ul>					

# 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
- \* **Jobs and income must verify consistent with credit app to fund**

## **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 \$800.00 rent factor for primary applicant and \$1200.00 for joint applicants
- \* Joint applicants must live at same address
- \* **Residence and Rent amount must verify consistent with credit app to fund**

## **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, TV DL OK, SSN must validate OR have ITIN documents**
- \* 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 prep in Decision Lender
- \* **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
- \* **Full recourse deals or refinances 6 months or less no participation**

