

# INDEPENDENT DEALER PROGRAM GUIDELINES

PROGRAM DETAILS AND CONTACT INFORMATION



## PROGRAM HIGHLIGHTS

**\$60K**

AMOUNT  
FINANCED  
UP TO

**2%**

PARTICIPATION  
UP TO

**CPO**

& PREFERRED  
DEALER  
PROGRAMS

## PROGRAM DETAILS <sup>1</sup>

|                                  |  |
|----------------------------------|--|
| FRONT-END ADVANCE                | Up to 125%   |
| LTV                              | Up to 160%   |
| LOAN PROCESSING FEE <sup>1</sup> | As low as \$99   |
| DISCOUNT FEE <sup>1,2</sup>      | As low as \$0  |
| TERM                             | Up to 72 months  |
| PARTICIPATION <sup>1</sup>       | Up to 2%, please see callback                          |
| VEHICLES <sup>3</sup>            | Model year 10 years or newer                           |
| MINIMUM DOWN                     | \$0  |
| AMOUNT FINANCED <sup>4</sup>     | \$7,500-\$60,000                                       |
| MAX BACK-END <sup>1,5</sup>      | \$4,500, VSC and GAP only                              |
| MAX TERM & MILEAGE               | 60 months / 140,000 miles<br>72 months / 120,000 miles |

## PARTICIPATION

70/30 split. Participation is charged back if loan is closed prior to 3 payments made or open less than 90 days.

## PRODUCTS <sup>5</sup>

|     |                      |
|-----|----------------------|
| GAP | \$1,000 or state max |
| VSC | \$3,500 max          |

## CPO PROGRAM

Pricing on approval will automatically reflect 5% increase to vehicle value. Supporting CPO Documents are required to fund.

<sup>1</sup> All parameters are based on program

<sup>2</sup> Contract fees and discount fees may NOT be charged to the applicant

<sup>3</sup> See Vehicle Details for exclusions

<sup>4</sup> Amount financed limits based on collateral and structure

<sup>5</sup> Max Back-end is subject to credit policy limits and state max, where applicable.

Approved VSC amount on callback. Minimum VSC coverage of 24 months/24,000 miles required. Powertrain coverage only not allowed

## LENDING ON YOUR TERMS<sup>®</sup>

### EXPEDITED DECISIONS AND FUNDING OPTIONS

Automation and Live Analysts  
7 days a week

Deal Update and eContracting on  
Dealertrack and RouteOne

## CONTACT

### FAX

610-717-1924

### CREDIT

800-644-8565: EAST

800-699-1438: WEST

### FUNDING

833-608-3863: EAST

866-662-2652: WEST

### FedEx

Flagship Suite 2128  
4054 Willow Lake Blvd  
Memphis, TN 38153

### USPS/UPS/Other Carriers

Flagship Suite 2128  
4054 Willow Lake Blvd  
Memphis, TN 38118

### LIENHOLDER

PO Box 314  
Wilmington, OH 45177

### INSURANCE

PO Box 965  
Chadds Ford, PA 19317

### PAYOFF

Flagship Credit Acceptance - Payoff Dept  
1234 Lakeshore Drive, Suite 300  
Coppell, TX 75019

### CORPORATE

800-707-0114

# INDEPENDENT DEALER PROGRAM GUIDELINES

## PROGRAM DETAILS AND CONTACT INFORMATION



### VEHICLE DETAILS

New vehicle value based on invoice. New vehicles defined as current year model. See callback for specific eligibility.

Used vehicle advances based on submitted guidebook: JD Power - Clean Trade, BlackBook - Clean Trade, Kelley Blue Book - Lending Value Good. Change in guidebook is permitted pre-funding only.

Model year 10 years or newer. New vehicles with 6,000+ miles are considered used. Multiple vehicle transactions must be disclosed up-front. Vehicle must be for applicant, no third party purchases.

Primary use of vehicle cannot be for commercial purposes including but not limited to ridesharing, delivery services, and vehicle rentals. Excluded units: branded/salvaged titles, TMU, lemon law, flood damage, frame/unibody damage, or gray market vehicles. Excluded makes and models may apply.

### PROOF OF INCOME

**Minimum Income:** \$1,700 per application

**W2:** If POI is required, please provide a recent pay statement (within 30 days)

**1099:** Copy of recent 1099, together with the last 3 months bank statements reflecting deposits<sup>6</sup>

#### Self-Employed:

- Minimum 12 months job length required
- Last 3 month's bank statements reflecting deposits<sup>6</sup>
- Verification of business required
- Additional documentation may be required

#### Second job:

- Minimum 12 months job length required for second job income to be considered

**Protected Income:** This is an important part of providing a fair, equitable lending experience. On all applications submitted to Flagship, protected income (non-taxed) should be "grossed-up" by a factor of 25%. It is important that this is done by the Dealer at the time the application is submitted. If the applicant wishes to have the income considered as a part of the credit decision, the following must be provided:

- **SSI:** Please provide the most recent, complete bank statement showing deposits. If it is a joint account, must be able to determine the deposit belongs to the applicant by the deposit description. In addition to one of the following:
  - Copy of current year award letter, or
  - Copy of social security check (pay date within 60 days of application date. 90 days if award letter amount matches check amount)

**Additional types of protected income which may require documentation to prove award and regular receipt<sup>7</sup>:**

- Worker's Compensation
- Foster Care payments
- Welfare
- Compensatory damages for personal injury, sickness, or emotional distress
- Pension Income (except for military and government disability pension that is called out under the protected income fields): Please provide one of the following:
  - Copy of current year pension statement,
  - Copy of previous year W2
  - Copy of 3 most recent bank statements showing net deposits. Must be able to determine the deposit belongs to the applicant by the deposit description
- Medicaid Waiver payments (also referred to as In-Home Supportive Services [IHSS] payments)
- Roth IRA qualified distributions
- Survivor benefits of a public safety officer killed in the line of duty
- Disaster Relief payments

<sup>6</sup> Bank statements are reviewed for income and stability

<sup>7</sup> This is an example of protected income types and may not be inclusive of all protected income

### VERIFICATION

- Retail Installment Sales Contract ✓
- All Pages of Signed Credit Application ✓
- Buyers Order/Purchase Agreement ✓
- Vehicle Invoice/Bookout ✓
- Title Application ✓
- Proof of Insurance ✓
- VSC and GAP Contracts (any additional products) ✓
- Odometer Statement (required for all model years) ✓
- Valid Driver's License ✓
- Valid Contact Information ✓
- CPO Documentation, if applicable ✓

### ADDITIONAL STIPULATIONS

**The following may be required.  
Please see callback.**

#### PROOF OF RESIDENCE

Driver's license, utility bill, phone bill, or cell phone bill within 30 days of contract date

#### PROOF OF TRADE PAID IN FULL

#### PROOF OF EMPLOYMENT

#### PROOF OF INCOME

### ADDITIONAL GUIDELINES

Employees of the submitting dealership are ineligible.

All approvals expire at day 30.

Contract must fund at least 5 business days prior to the contracted first payment due date.

Returned contracts will be charged a \$195 additional fee per occurrence.

Post-dated checks, borrowed funds, and credit card charges not accepted for down payment.

Vehicle Service Contracts-  
Must be 24 months/24,000 miles term,  
at minimum cover seals and gaskets.