



Westlake Financial[®]

PROGRAM GUIDELINES

February 2021

Titanium Guidelines

The Titanium Program offers lower rates and lender fees for customers with strong credit. Customers with credit score of 750+ fall into the Titanium Program tier. Benefits of this program include:

- Interest rates as low as 2.99%
- Low dealer lender fees
- No minimum amount financed
- No minimum income
- No minimum job or residence time
- No maximum vehicle mileage
- Up to 72 month term
- Minimal stip requirements
- No maximum vehicle age
- Up to 2% dealer participation on qualifying deals with no chargebacks. Up to 65/35 split of marked up interest rate (split may vary by state) for up to 60 months. No participation on TMU or vehicles with more than 150K miles. *Other exclusions may apply, use Rehash to see participation paid (if any).*

Program Requirements	
Credit Score:	750+
PTI:	
Bureau Time:	No Min
Good Trades:	
Max Term:	42-72
Rates:	2.99% - 8.99%
Down Payment:	5% or \$750
Max LTV:	150%
Min Fee:	\$0
Vehicle Age:	No Max
Stipulation Requirements	
• Driver License	• 4 References
• Agreement to Provide Insurance	• Completed/Signed Credit Application
• Proof of Income <i>*Thick files exempt</i>	• Proof of Residence <i>*Thick files exempt</i>

Customers who are considered "Thick File":

- Minimum 2 years on bureau
- Minimum 3 good trade lines
- 1 paid auto OR minimum high good amount of \$5000

For Independents: Max Amount Financed starts at \$20,000

For Franchises: Max Amount Financed starts at \$25,000

***** MUST MEET WESTLAKE POLICIES (see Westlake policies) *****

***** STIPS CANNOT BE OLDER THAN 30 DAYS FROM THE CONTRACT DATE*****

Policies and stipulations can change without warning. We reserve the right to negate any deal for any reason; please use common sense when submitting a deal. We firmly believe in the "Win, Win" philosophy. Thank you!

Platinum Guidelines

The Platinum Program offers lower rates and lender fees for customers with strong credit. Customers with a credit score of 700-749 fall into the Platinum Program tier. Benefits of this program include:

- Interest rates as low as 5.99%
- Low dealer lender fees
- No minimum amount financed
- No minimum income
- No minimum job or residence time
- No maximum vehicle mileage
- Up to 72 month term
- Minimal stip requirements
- No maximum vehicle age
- Bankruptcies OK (see BK Policy)
- Up to 2% dealer participation on qualifying deals with no chargebacks. Up to 65/35 split of marked up interest rate (split may vary by state) for up to 60 months. No participation on TMU or vehicles with more than 150K miles. *Other exclusions may apply, use Refresh to see participation paid (if any).*

Program Requirements	
Credit Score:	700-749
PTI:	
Bureau Time:	No Min
Good Trades:	
Max Term:	42-72
Rates:	5.99% - 20.99%
Down Payment:	5% or \$750
Max LTV:	150%
Min Fee:	\$0
Vehicle Age:	No Max
Stipulation Requirements	
• Driver License	• 4 References
• Agreement to Provide Insurance	• Completed/Signed Credit Application
• Proof of Income <i>*Thick files exempt</i>	• Proof of Residence <i>*Thick files exempt</i>

Customers who are considered "Thick File":

- Minimum 2 years on bureau
- Minimum 3 good trade lines
- 1 paid auto OR minimum high good amount of \$5000

For Independents: Max Amount Financed starts at \$20,000

For Franchises: Max Amount Financed starts at \$25,000

***** MUST MEET WESTLAKE POLICIES (see Westlake policies) *****

***** STIPS CANNOT BE OLDER THAN 30 DAYS FROM THE CONTRACT DATE*****

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Gold Program Guidelines

Westlake’s Gold Program offers competitive rates and terms for customers with established credit history. Customers with a credit score of 600-699 fall into the Gold Program tier. Benefits include:

- Interest rates as low as 9.99%
- No maximum vehicle mileage
- No minimum amount financed
- No minimum income
- No minimum job time
- No minimum residence time
- Up to 72 month term
- Low dealer lender fees
- No maximum vehicle age
- Bankruptcies OK (see BK Policy)
- Up to 2% dealer participation on qualifying deals with no chargeback: to 65/35 split of marked up interest rate (split may vary by state) for 60 months. No participation on TMU or vehicles with more than 150k miles. *Other exclusions may apply, use Rehash to see participation pa any).*

Program Requirements	
Credit Score:	600-699
PTI:	
Bureau Time:	No Min
Good Trades:	
Max Term:	42-72
Rates:	9.99% - 24.99%
Down Payment:	7.5% or \$1500
Max LTV:	150%
Min Fee:	\$100
Vehicle Age:	No Max
Stipulation Requirements	
• Proof of Income	• 6 References
• Proof of Insurance	• Proof of Residence
• Driver License	• Landline/Cell Phone Bill
• Completed/Signed Credit Application	

For Independents: Max Amount Financed starts at \$20,000
For Franchises: Max Amount Financed starts at \$25,000

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***** STIPS CANNOT BE OLDER THAN 30 DAYS FROM THE CONTRACT DATE*****

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Standard Program Guidelines

The Standard Program is Westlake’s most popular program. Dealers rely on this program as the backbone of their sub-prime finance business. Customers with a credit score of 0-599 fall into the Standard Program tier. Benefits include:

- On-the-spot approval
- No minimum credit score
- No minimum amount financed
- No minimum income
- No minimum job time
- No minimum residence time
- Hard-to-prove incomes accepted
- Previous repossessions – no problem!
- No maximum vehicle age
- Bankruptcies OK (see BK Policy)
- No maximum vehicle mileage

Program Requirements	
Credit Score:	599 & Below
PTI:	No Min
Bureau Time:	No Min
Good Trades:	
Max Term:	42-72
Rates:	Up to max state usury
Down Payment:	10%
Max LTV:	140%
Min Fee:	\$100
Vehicle Age:	No Max
Stipulation Requirements	
• Proof of Income	• 10 References
• Proof of Insurance	• Proof of Residence
• Driver License	• Landline/Cell Phone Bill
• Completed/Signed Credit Application	

For Independents: Max Amount Financed starts at \$20,000
For Franchises: Max Amount Financed starts at \$25,000

***** MUST MEET WESTLAKE POLICIES (see Westlake policies) *****
***** STIPS CANNOT BE OLDER THAN 30 DAYS FROM THE CONTRACT DATE*****

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AAA Guidelines

'AAA' any Titanium, Platinum, Gold or Standard program deal and receive lower interest rates and lender fees. AAA deals must be structured to meet the deal requirements listed below. 'AAA' deals are available on vehicles of any age and mileage. Dealers may add up to 2% participation with no chargebacks (Gold, Platinum, and Titanium only).

<u>Credit Score Range</u>	<u>Tier</u>	<u>Min. Payment</u>	<u>Min. Down Payment</u>	<u>Max LTV</u>	<u>Interest Rate</u>	<u>Lender Fee</u>
780+	1	\$300	10%	110%	5.99%	\$250
	2	\$300	10%	120%	7.99%	\$450
	3	\$300	10%	125%	9.99%	\$500
725-779	1	\$300	20%	100%	7.99%	\$400
	2	\$300	15%	110%	9.99%	\$600
	3	\$300	10%	115%	11.99%	\$700
680-724	1	\$275	25%	90%	9.99%	\$500
	2	\$275	15%	100%	11.99%	\$700
	3	\$275	10%	105%	13.99%	\$800
625-679	1	\$275	30%	80%	12.99%	\$700
	2	\$275	20%	90%	14.99%	\$800
	3	\$275	15%	95%	15.99%	\$900
575-624	1	\$250	35%	75%	15.99%	\$800
	2	\$250	25%	80%	16.99%	\$900
	3	\$250	20%	85%	18.99%	\$1,000
525-574	1	\$250	40%	65%	22.99%	\$1,250
	2	\$250	40%	70%	22.99%	\$1,500
	3	\$250	40%	75%	22.99%	\$1,750
300-524	1	\$250	45%	60%	24.99%	\$1,500
	2	\$250	45%	65%	24.99%	\$1,750
	3	\$250	45%	70%	24.99%	\$2,000
0	1	\$250	35%	75%	15.99%	\$800
	2	\$250	30%	85%	16.99%	\$900
	3	\$250	25%	90%	18.99%	\$1,000
Default	1	\$250	35%	60%	24.99%	\$1,500
	2	\$250	30%	65%	24.99%	\$1,750
	3	\$250	25%	70%	24.99%	\$2,000

Factors that can default a deal to the lowest (default) tier	
<ul style="list-style-type: none"> • Good to Bad ratio is less than 40% • Less than 3 total trades 	<ul style="list-style-type: none"> • High Good amount is less than 50% of amount financed and finance amount is less than \$10,000
Factors that can prevent a deal from being AAA	
<ul style="list-style-type: none"> • No good credit items and 10 or more derogatory items • Less than 3 years on credit bureau • Less than 3 good trades • Minimum income less than \$1,750 (total for signer / co-signer) 	<ul style="list-style-type: none"> • More than 1 repossession • 2 or more delinquent accounts • Income Type is Job Letter, Handwritten Paystub, Unemployment Insurance or Dealer Employee • High Good amount is less than 50% of amount financed and finance amount is more than \$10,000

Stipulation Requirements – Follow stip requirements for appropriate credit tier, i.e. Standard, Gold, Platinum and/or Titanium.

*** MUST MEET WESTLAKE POLICIES (see Westlake policies) ***

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Income Types

Income Types	
<p>Computerized Paystub w/YTD: Standardized paycheck stub with breakdown of taxes and full YTD breakdown of income (i.e. Paychecks, etc.). Prior to Pay Period Ending April 1 of the current year, O.T. income may not be counted as income unless there is an accompanying W2 from prior year to support the O.T. income scoring. OT Income will also not be counted for customers with 3 months or less job time. YTD Monthly Income = (YTD Income/Days in YTD Period) x (365/12) EX: For a Pay Period End Date = 1/31/2019; YTD Income = \$5000; Days in YTD Period = 31; Monthly Income = (5000/31) * 365/12 = \$4905</p>	<p>Self Employed-Business: Self-employed customers with a bank statement in their business' name, or proof that the business is owned by the customer such as a business license. All deposits are not counted as income, rather ending balances average out to at least the payment amount on the contract is accepted in most cases. Suitable proof of income would be 3 recent bank statements. Bank statements are required for customers working for family businesses.</p>
<p>Printed Paystub- No YTD: Paycheck stub from company with tax deductions, or a computerized paystub with no YTD breakdown.</p>	<p>Self Employed-Personal Stmt: Self-employed customer with personal bank statements. Three recent/complete bank statements with transaction detail and address must be submitted. All deposits are not counted as income- rather, ending balances must average out to at least the payment amount on the deal is accepted in most cases.</p>
<p>Handwritten Paystub: All handwritten stubs with tax deductions listed. Personal/Business handwritten checks will not be accepted without copies of canceled checks (front and back). 3 months of proof is required.</p>	
<p>Job Letter: Employer name must be typed or written on the letter, and proof of the existence of the company, such as but not limited to a business license, should be provided along with a phone number to contact the employer. Business cards do not qualify as valid proof of the existence of a business. A job letter will not be accepted for customers working within a family-owned business.</p>	<p>Self Employed-Turbo Pass: Self-employed customer with bank statements verified via TurboPass. TurboPass report with (3) recent months of banking information should be submitted. All deposits are not counted as income – rather, ending balances averaging out to at least the payment amount on the deal is accepted in most cases.</p>
<p>Social Security Benefits & SSI (Supplemental Security Income): These are federal programs that provide retirement and disability benefits. Both programs are administered by the Social Security Administration. Acceptable proof of income is a recent award letter (dated within the last 30 days) from SSA or bank statements disclosing U.S. Treasury/SSA deposits. <u>The customer's name should be the only one listed on the award letter.</u> See <i>Dependent Income</i> if additional names are listed on the award letter.</p>	<p>Student Income (Financial Aid): Examples include financial aid and grants. Acceptable proof for this type of income must be a letter from a Financial Aid Office in which the customer is enrolled or the State in which the customer resides that discloses how much the customer receives each quarter/semester. Total student income will be calculated over 9 months. Student loans may not be counted as student income, grants only. GI Bill is classified under Student Income.</p>
<p>Child Support/Foster Care: Any income received for purposes of child support or foster care. Acceptable proof for this type of income must be bank statements or other proof showing that the customer is actually receiving, not sending the funds. We cannot accept a notice from the court showing the customer has simply been awarded the child support. We must have proof that the funds are actually being received.</p>	<p>Home Care: Different from SSI, this is money received by the customer as a result of them caring for an individual in their home. To be scored as Home Care proof of income, acceptable Stips must include a copy of a paystub including the government agency who pays the customer for the home care stating the customer's name.</p>
<p>Military Income: Must be on active duty and provide an LES statement. Military Pension must be scored as SSI.</p>	<p>Trust/Annuity Income: Any monies from a trust or annuity that will be received longer than the term of the loan. Bank statements must be used as proof of income.</p>
<p>Perm Disability/Ins: Income coming solely from an insurance company for dependent income. A disability award letter or bank statement must be used as proof of income.</p>	<p>Dependent Income: All state or government assistance and any other monies coming solely from the existence of a dependent, such as SSI for an underage child or for an individual at that person's residence. Appropriate proof of income must be an SSI award letter or bank statements. The bank statement should disclose deposits from the US Treasury.</p>
<p>Passive Income: Income derived from sources other than employment or the income types classified in this section. Examples include tribal income, alimony paid to the customer, rental income, investment income with documentation of same</p>	<p>Dealer Employee: Any applicant employed by a car dealership. Bank statements with dealership name on deposits must be used as proof of income.</p>
<p>Rideshare: Income from Uber, Lyft, and all independent delivery services, such as but not limited to GrubHub, UberEats, Postmates, DoorDash. Appropriate proof of income must be the last three (3) months of bank statements showing deposits from Uber or Lyft or other rideshare organization. All deposits are not counted as income- rather, ending balances must average out to at least the payment amount on the deal is accepted in most cases.</p>	<p>Short-Term Disability: All other forms of Disability income with an expected end date within the next 12 months, or no expectation that the income will continue, will be considered Short Term Disability. An example includes worker's compensation. Bank statements or a disability award letter must be used as appropriate proof of income. Sometimes we may also accept a worker's compensation pay stub.</p>



Westlake Policies

AAA- Access to the AAA program is granted on a month-to-month basis. In order to have access to the AAA program, a dealer must meet one of the following requirements: 1) Be a new Westlake Dealer or 2) Westlake Dealer must have a dealer grade of A, B, or C AND must have funded a non-AAA deal the previous month to qualify for the current month. *Ex: Westlake dealer must fund a non-AAA deal in September in order to have access to the AAA program in October.*

Additional Products- Fields listed in the Buy Program where products added to the purchase of a vehicle must be indicated. Excludes service contract/warranty and GAP, as there are specific fields where the values of service contract/warranty and GAP must be entered.

- **Frontend Products-** taxable products, such as but not limited to, Appearance Package or Anti-Theft.
- **Backend Products-** non-taxable products that require an additional contract, such as but not limited to, Maintenance Plan or Tire & Wheel Plan.

Bankruptcy- Discharged or dismissed bankruptcies are acceptable. However, open bankruptcies require additional stipulations in order to get funded, as noted below:

- Consumers with an open Chapter 7 bankruptcy must provide proof that the “341 Meeting of the Creditors” has been completed.
- Consumers with an open Chapter 13 bankruptcy must provide a signed letter from their Chapter 13 bankruptcy trustee authorizing them to incur more debt.

Book Value- If working a new car deal, please refer to the *New Car Financing Policy*.

- Kelley Blue Book, Wholesale value is used in the following states: CA, OR, WA, NV, UT, AZ, NM, HI.
- For all other states, please use NADA Clean Trade.
- If no value exists, the deal must be submitted for pre-check via your Account Manager (sales rep).

Branded Vehicles- Westlake may finance salvaged, junk, rebuilt, water damaged, storm damaged, lemon and crash test vehicles if approved by the Buy Program®. Westlake may, with exception and in those states where allowed by law, purchase contracts that use police interceptors, limos, and taxis, vehicles with fire damage, grey market, recycled or stripped vehicles as collateral. The Branded Vehicle Program is available in all states except Massachusetts, New York and Puerto Rico.

Contract Requirements-

- Contracts must be simple interest only.
- Re-contracting may be required if the contract is received by Westlake for purchase more than thirty (30) days after the contract date or within five (5) days of the first payment due date.

Co-signers- Select appropriate relationship in the Buy Program®:

- Parent relationships must be scored as “parent.”
- If choosing “co-habitant,” both signers must reside at the same address. Any one of the following items are accepted as proof:
 - Proof of residence that has the names of BOTH signers listed;
 - Common trade lines on the credit report; or
 - Minimum 1 year of common reporting addresses on the credit reportDeals that do not meet the criteria above for “parent” or “co-habitant” should be scored as “Other”.

Delinquent Mortgages- If an application is received with evidence of a delinquent mortgage, an additional stipulation will be requested to determine whether or not the delinquent mortgage has been brought current prior to the customer applying for the loan.

Down/Deferred Payments- The maximum allowable amount of deferred down payment is \$500. Regional Origination Managers or above may make exceptions to the deferred down payment maximum. A down payment cannot be paid with a

credit card. Credit Analysts reserve the right to request certified funds (copy of cashier's check or money order) or a copy of an IRS Form 8300 form on any deal.

Government-issued Identification- Westlake accepts government-issued identifications that are current or expired. However, the expiration date cannot be more than 6 months from contract date. The following are acceptable forms of ID:

- State Driver's License or ID card
- Foreign ID (passports, matriculas, consular IDs, except in states where the law prohibits registering the vehicle with these forms of identification) Occupational Licenses
- "International Driver's Licenses" are not accepted as valid identification
- U.S. Military ID card
- Permanent Resident Card (Green Card)
- Dept. of Homeland Security identification document
- Dept. of State Identification document
- If a U.S. Passport is the only form of ID provided, the Originations Department will use best efforts to verify that the applicant has a valid, non-suspended U.S. Driver's License. When a U.S. Passport is submitted in lieu of a Driver's License, this should alert the Credit Analyst that the Driver's License may be suspended. In this case, the Credit Analyst may check state DMV websites, where available, and/or request the Driver's License to proceed with the deal.

Note: If the accepted identification provided by the customer is not a Driver's License issued by the state in which the customer resides, a \$200 -300 fee can be added to the lender fee at the time of funding unless there is a fee exception on the deal. These fees exclude active military personnel. Customers with an out-of-state Driver's License living within a 150-mile radius of the dealership of where the vehicle was purchased may be excluded from the \$200 fee if proof of such out of state residency is provided. We will not finance customers that have a suspended or revoked driver's license (in some states, DMV websites enable us to determine the status of the license). All deals with an amount financed of \$15,000.00 or higher (For Franchise: \$20,000.00 or higher) where the customer lives more than 150 miles from the dealership must be pre-checked, regardless of driver's license state of issuance.

Gross Monthly Income- Please refer the Income Types and Calculating Income.

Hard Proof of Residence (POR) - Defined as one of the following:

- 1) A pre-existing utility bill in the customer's name and home address (gas, electric, water, cable, and satellite TV)
- 2) Landline phone bill in customer's name and home address;
- 3) Cell phone bill in customer's name with the customer's home address;
- 4) Checking account statement in customer's name and home address;
- 5) Major credit card statement in customer's name and home address. Statement cannot be past due.

As an exception to Hard POR, any piece of mail received at the customer's stated residence via US Postal System may be accepted.

Incoming Deals- Sending complete deals is essential for verification of the deal. Westlake has the right to return any deal at any time; dealer will be notified regarding the reason for turn-down.

Ineligible Customers- Westlake will not finance:

- Customers with a previous Westlake Financial, Wilshire Consumer Credit, Western Funding or ALPS repossession unless no longer on the bureau or in excess of seven (7) years old.
- Customers who reside at a temporary residence will not be financed (i.e., hotels, motels, group homes).

Insurance- Westlake will request proof of insurance via a signed and completed Agreement to Provide Insurance ("ATPI") or suitable proof of insurance. If the amount financed is less than or equal to \$6,500, this ATPI requirement will be waived.

Mileage- Westlake must use the mileage listed on the odometer statement for booking and approval purposes. If the true miles are unknown, then the customer's acknowledgement of the true miles being unknown is required, found on the odometer statement.

New Car Valuation- New vehicles must be prior-year or current-year models and have less than 200 miles to be considered new. In order to define the book value, the manufacturer invoice must be entered. The Buy Program® will apply a percentage adjustment to the invoice based on the vehicle's make and year.

Open Auto Loans- Westlake may approve a second auto loan for an individual signer who has one existing open auto tradeline. The Buy Program will parse for LTV, FICO, PTI and other credit factors (i.e. prior repossessions, derogatory accounts, or aging on the existing auto loan) to determine eligibility for a second auto loan. If the open auto tradeline is paid off or a total loss, additional documentation is required. Such additional documentation can be included but is not limited to proof of satisfaction of the previous loan (i.e. paid-in-full letter) from previous lender or insurance letter for total losses including proof of Gap payment (if applicable) will be required. If an open auto tradeline is delinquent, Westlake will require proof that the auto has been paid current by showing the applicant's most recent auto lender's account statement. If customer cannot provide proof, Westlake cannot proceed until auto is reporting current on the credit bureau. 'Parent'/'Other' co-signers with open auto loan tradelines must have income to be considered for approval on a second auto loan with Westlake. Note that other factors such as LTV, FICO, PTI, DTI, etc. will also be taken into consideration by the Buy Program.

Phone Bill- No phone, no loan! Acceptable forms of phone bill are:

- 1) Landline phone bill to customer's home address;
- 2) Cell phone bill in customer's name and address;
- 3) Cell phone bill not in customer's name accompanied with hard POR;
- 4) New phone service with hard POR; and
- 5) Prepaid phone service with hard POR.
- 6) Phone number validation via LexisNexis or other alternative data tool or source.

In addition, a past due phone bill amount cannot be greater than the new car payment.

Present or Prior Westlake Accounts- Westlake may allow a second loan for existing customers who have made at least nine (9) consecutive on-time payments (or six [6] payments for credit scores of 600 and above) on their current Westlake account. The Buy Program® will also factor in the Existing Open Auto Loan requirements discussed above.

Rate – The Buy Program will determine the "Buy Rate" of a deal. On qualifying deals with credit score 600+, rate can be marked up by dealer up to 2% with no chargebacks. Up to 65/35 split of marked up rate (may vary by state) for up to 60 months. No participation will be given on TMU, other branded vehicles or on vehicles with more than 150k miles. Other exclusions may apply. The ability to buy-down the rate may be available. The rate and fee will vary based on the Buy Program perimeters. Refer to the Buy Program for rates and fees.

Residence Stability and Job Time- Scoring begins at age 18. Be aware of whether or not the driver license and paperwork conflict with the residence time, including all stips and credit report information. Temporary residences will not be accepted (hotels, motels, group homes, etc.) No documentation can override any conflict with stability. Seasonal and union workers are capped at 2 year job time. For temporary jobs/agencies, Westlake must enter 0.1 years unless time can be verified with the *employer*, not the personnel agency. Self-Employed persons could be more than 2 years, but ample evidence must be provided, such as business license or bank account displaying the opening date. Tax returns to show time on job are *not* considered evidence.

Resubmitted Deals- If a deal with the same customer is resubmitted more than once, deal may be subject to being returned to the dealer.

Returned Deals- Deals missing two or more major stips (Proof of Residence, Proof of Income, Credit Application, etc.) are subject to being turned down regardless of the deal's age.

Service Contracts- All ancillary products (EX: Gap Waivers, Extended Service Contracts, etc.) must be activated within 30 days of retail installment contract date. KMIS related products are excluded from this requirement. Service contracts must cover at least half the term unless Westlake’s Secure One service contract is used. Maximum Anti-Theft amount is capped at \$1000. Listed below are the maximum service contract prices and advances for our Buy Program:

Independent Dealers	Westlake Product	Max Service Contract Price
	Standard	\$995
	Gold	\$1,295
	Platinum/Titanium	\$1,495

Franchise Dealers	Book Value	Max Service Contract Price
	<\$10,000	\$1750
	\$10,000 - \$14,999	\$2,250
	\$15,000 - \$19,999	\$2,750
	\$20,000 - \$24,999	\$3,000
\$25,000+	\$3,250	

Presidential & Prime Program	Book Value	Franchise	Independent
	<\$10,000	\$2,500	\$1,500
	\$10,000 - \$14,999	\$2,750	\$2,000
	\$15,000 - \$19,999	\$3,250	\$2,000
	\$20,000 - \$24,999	\$3,500	\$2,000
\$25,000+	\$4,000	\$2,000	

Service contracts less than \$995.00 must cover a minimum of 6 months.

Service contract advance (per grid) cannot exceed price of service contract or 10% of amount financed.

Stipulations (“Stips”) - Complete deals, i.e., those that have all stipulations required by the Buy Program® notice, are rewarded with faster funding. Deals missing Stips may be returned to dealers and will require resubmission. Stips should, in general, be dated within the forty-five (45) days of contract date.

Any deviation from Westlake Financial Services’ stated policies may result in delayed funding, increased lender fees, or denial of credit to applicant. It is the dealer’s primary responsibility to verify the validity of the customer’s information as stated on application.