

# **Franchise Dealer Rate Sheet**

Max Amount Financed: No Cap									
No Max   N	Program:	O-599		601.699 600-699		700-749	TANUA TSO+ CHOT FOR		
No Min   N	Max Amount Financed:	No Cap		No Cap		No Cap	No Cap	)	
Name	PTI/PDTI*:	No Max		No Max		No Max	No Max	<	
Min Down Payment: 10%	Income:	No Min		No Min		No Min		No Min	
Max LTV (Includes Backend):         140%         150%         150%         150%           Min Discount Fee:         \$0         \$0         \$0         \$0           Vehicle Age/Mileage:         No Max	Rates:	Up to usury rate	Up to usury rate			6.99%-19.90%	4.99%-19.90%		
Min Discount Fee: \$0	Min Down Payment:	10%		7.5%		5%	0%		
No Max   N	Max LTV (Includes Backend):	140%		150%		150%	150%		
Dealer Participation/Reserve: N/A Up to 2% Up to 2% Up to 2%	Min Discount Fee:	\$0		\$0		\$0	\$0		
Vehicle Price   Call State   Service Contract:   Service Contrac	Vehicle Age/Mileage:	No Max		No Max		No Max	No Max	<	
Vehicle Price: < \$10K \$10K-\$14,999 \$15K-\$19,999 \$20K-\$24,999 \$25K-\$29,999 \$30K-\$34,999 \$35K+ Service Contract: \$2900 \$3650 \$4150 \$4,400 \$4,900	Dealer Participation/Reserve:	N/A		Up to 2%		Up to 2%	Up to 2%		
Service Contract: \$2900 \$3650 \$4150 \$4,400 \$4,900 \$4,900 \$4,900 \$4,900  Bankruptcy Dismissed and open Bankruptcies accepted. Open must be pre-approved.  Repossessions Multiple Repos - OK. Customer with Westlake or Wilshire Consumer Credit repossessions not accepted.  Contracts Simple interest arbitration only.  Branded Titles / Police Vehicles Now financing salvage, junk, rebuild, water damage, storm damage, lemon, and crash test branded titles. Eligible in all states excluding MA, NY and PR.  Ineligible Vehicles "Gray Market", Fire Damage, Recycled, Strip, and Taxi.  Due Date Blackout Customer payment due dates cannot be selected between the 25th and end of month.  Backend Refer to your Buy Program for Backend Limits.  Lower your deal discount by adjusting term, down payment, and sales price. Rehash your deal to make negotiation easy. You're your own credit analyst.	Max GAP:	\$900	\$1,000			\$1,000		\$1,000	
Bankruptcy Repossessions Multiple Repos - OK. Customer with Westlake or Wilshire Consumer Credit repossessions not accepted.  Contracts Simple interest arbitration only.  Branded Titles / Police Vehicles Vehicles Program Highlights  Ineligible Vehicles Backend Refer to your Buy Program for Backend Limits.  Deal Enhacement Tools  Deal Enhacement Tools  Dismissed and open Bankruptcies accepted. Open must be pre-approved.  Repossessions not accepted.  Open must be pre-approved.  Repossessions not accepted.  Open must be pre-approved.  Repossessions not accepted.  Open must be pre-approved.  Customer Credit repossessions not accepted.  Simple interest arbitration only.  Branded Titles / Police vehicles  Policy Frank Parket, Fire Damage, Recycled, Strip, and Taxi.  Customer payment due dates cannot be selected between the 25th and end of month.  Backend Refer to your Buy Program for Backend Limits.  Lower your deal discount by adjusting term, down payment, and sales price. Rehash your deal to make negotiation easy. You're your own credit analyst.		****		Ψ1,000		Ψ1,000	ψ1,000		
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Program Highlights    Branded Titles / Police Vehicles   Now financing salvage, junk, rebuild, water damage, storm damage, lemon, and crash test branded titles. Eligible in all states excluding MA, NY and PR.    Ineligible Vehicles   "Gray Market", Fire Damage, Recycled, Strip, and Taxi.	Vehicle Price:	<\$10K \$2900	\$3650	\$15K-\$19,999 \$4150	\$4,400	\$25K-\$29,999 \$4,900	\$30K-\$34,999	\$35K+	
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Program Highlights  Due Date Blackout Customer payment due dates cannot be selected between the 25th and end of month.  Backend Refer to your Buy Program for Backend Limits.  Deal Enhacement Tools Lower your deal discount by adjusting term, down payment, and sales price. Rehash your deal to make negotiation easy. You're your own credit analyst.	Vehicle Price:	<\$10K \$2900 Bankruptcy Repossessions	\$3650  Dismissed and op  Multiple Repos -	\$15K-\$19,999 \$4150 pen Bankruptcies acce OK. Customer with We	\$4,400 ppted. Open must be	\$25K-\$29,999 \$4,900 pre-approved.	\$30K-\$34,999 \$4,900	\$35K+	
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You're your own credit analyst.	Vehicle Price: Service Contract:	<\$10K \$2900 Bankruptcy Repossessions Contracts Branded Titles / Police Vehicles Ineligible Vehicles	\$3650  Dismissed and op Multiple Repos - Osimple interest at Now financing sa excluding MA, NY "Gray Market", Fi	\$15K-\$19,999 \$4150  Deen Bankruptcies acce  OK. Customer with We related to the control only.  Ivage, junk, rebuild, way and PR.  re Damage, Recycled,	\$4,400  spted. Open must be estlake or Wilshire Contacter damage, storm did Strip, and Taxi.	\$25K-\$29,999 \$4,900 pre-approved. onsumer Credit repossession	\$30K-\$34,999 \$4,900 ons not accepted.	\$35K+ \$4,900	
Fast Funding Speed up your funding time and shift away from the error-prone approach of manual entry with eContracting.	Vehicle Price:	<\$10K \$2900  Bankruptcy Repossessions Contracts Branded Titles / Police Vehicles Ineligible Vehicles Due Date Blackout	\$3650  Dismissed and op Multiple Repos - Simple interest at Now financing sa excluding MA, NY "Gray Market", Fi Customer payme	\$15K-\$19,999 \$4150  Deen Bankruptcies acce  OK. Customer with We ribitration only.  Ivage, junk, rebuild, way and PR.  re Damage, Recycled, nt due dates cannot be	\$4,400  ppted. Open must be estlake or Wilshire Contacter damage, storm do Strip, and Taxi.	\$25K-\$29,999 \$4,900 pre-approved. onsumer Credit repossession	\$30K-\$34,999 \$4,900 ons not accepted.	\$35K+ \$4,900	
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# Program **Guidelines**

Did you know?

- ✓ No min credit score
  ✓ No min job time
  ✓ No min income → No min residence time
- → Same day funding and eContracting available → Funding average under 2 days

#### Send Funding Packages: FedEx

Westlake Financial Services 4054 Willow Lake Blvd Suite 2083 Memphis, TN 38153

### All Other Couriers: Westlake Financial Suite #2083

4054 Willow Lake Blvd Memphis, TN 38118

#### Lien Holder Info:

Westlake Financial Services PO Box 997592 Sacramento, CA 95899 Fax: 877-854-5682 Westlake Titles@westlakefinancial.com

#### Insurance:

Westlake Financial Services PO Box 76809 Los Angeles, CA 90076-0809

### **Dealer Support:** 888-893-7937

Sales Representative:

Name: Phone:

Email: