



# FLAGSHIP CREDIT ACCEPTANCE PROGRAM GUIDELINES

PROGRAM HIGHLIGHTS <sup>1</sup>	
<b>FICO <sup>1</sup></b>	500-680
<b>RATES AS LOW AS</b>	8.99%
<b>FRONT-END ADVANCE</b>	Up to 120%+++
<b>LTV</b>	Up to 145%
<b>LOAN PROCESSING FEE <sup>2</sup></b>	As low as \$99
<b>DISCOUNT FEE <sup>2</sup></b>	As low as \$0
<b>TERM</b>	Up to 72 months
<b>PARTICIPATION <sup>3</sup></b>	Up to 2%, please see callback.
<b>VEHICLES <sup>4</sup></b>	Model year 10 years or newer
<b>MINIMUM DOWN</b>	\$0
<b>AMOUNT FINANCED</b>	\$7,500-\$45,000
<b>MAX BACK-END <sup>3,5</sup></b>	Up to 30% of the vehicle value or \$7,500, please see callback.

<sup>1</sup> See all application callbacks for specifics

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

<sup>3</sup> All program parameters are based on Program and Tier

<sup>4</sup> See program guidelines for exclusions

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

GUARANTEED BACK-END	
<b>Preferred Dealers:</b>	
<ul style="list-style-type: none"> <li>GAP + up to additional 20% of vehicle value up to \$4,000 max</li> <li>Guaranteed amounts may not exceed \$1,500 for products that are non-rebateable to the lender</li> </ul>	
<b>Standard Dealers:</b>	
<ul style="list-style-type: none"> <li>GAP + up to additional 15% of vehicle value up to \$3,000 max</li> <li>Guaranteed amounts may not exceed \$1,000 for products that are non-rebateable to the lender</li> </ul>	
<b>Stipulations:</b>	
<ul style="list-style-type: none"> <li>GAP guaranteed up to \$995 or state max, where applicable; min LTV 85%</li> <li>All Back-end and GBE subject to credit policy limits</li> <li>Exceeding GBE limit and/or exceeding non-rebateable limit will be subject to a fee</li> <li>Non-rebateable products may be included in Front-end, limit and coverage fee are only for adds to the Back-end</li> </ul>	

TERM MILEAGE <sup>1</sup>		
MAX TERM	VEHICLE VALUE	MAX MILEAGE
<=60	< \$10,000	90,000
	>= \$10,000	140,000
61-72	<= \$15,000	80,000
	> \$15,000	120,000

<sup>1</sup> Max mileage is dependent upon collateral

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

PROGRAM FEATURES
<b>LTV Calculation-</b> Approved Advance + Allowable Back-end Products + Tax, Tags, Titling and/or Doc fees.
<b>New vehicles</b> defined as current year model. See callback for specific eligibility.
<b>Used vehicle</b> advances based on submitted guidebook: (NADA - Clean Trade, BlackBook - Clean Trade, Kelley Blue Book - Lending Value).
<b>Approved Certified Pre-Owned Program</b> with required documents vehicle qualifies for additional 5%.
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.
All approvals expire at day 30.

PREFERRED DEALER ADVANTAGE
Book 4 deals in a month or 12 in a rolling quarter (90 days) to earn Preferred Dealer Advantage Status.
<b>Preferred Dealer Advantages (per contract):</b>
Up to an additional \$1,000 in GBE and \$500 in non-rebateable limit.
Up to \$400 in FlagshipBucks®.
Up to 3 months term option on all approvals ≤ 66 months.
Dealer must remain in good standing to receive preferred benefits.

CREDIT EAST	CREDIT WEST	CORPORATE	FAX	PAYOFF QUOTES
1-800-644-8565	1-800-699-1438	1-800-707-0114	1-610-717-1924	1-800-327-8543
FUNDING ADDRESSES		LIEN HOLDER ADDRESS	INSURANCE ADDRESS	PAYOFF ADDRESS
<b>FEDEX</b>	<b>USPS/UPS/ OTHER CARRIERS</b>	PO Box 314 Wilmington, OH 45177	PO Box 965 Chadds Ford, PA 19317	6901 Windcrest Dr., Dock #2 Plano, TX 75024
4054 Willow Lake Blvd Suite 2128 Memphis, TN 38153	3268 Progress Way Suite 2128 Wilmington, OH 45177-7700			



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HOURS OF OPERATION	
Monday - Friday:	9AM - 9PM
Saturday:	9:30AM - 7:30PM
Sunday:	11AM - 5PM

**COLLATERAL**

Eligible Vehicles: Non-commercial cars, trucks, vans, and SUVs. Personal use only.

Trucks greater than 1/2 ton (3/4 ton & 1 ton) will be considered on a case by case basis.

No branded/salvaged titles, TMU, lemon law, flood damage, frame/unibody damage, or gray market vehicles.

Purchase terms are determined by Flagship Credit Acceptance.

**CREDIT**

FICO 500 and up. Minimum 3 satisfactory trade lines, student loans in repayment may be counted.

At least one trade line must have a minimum \$3,500 installment credit, open for 1 year with an activity date in the last 6 years.

Qualifying satisfactory trade lines cannot be in default, collection or authorized user accounts.

No open or multiple bankruptcies or repos. No repos within the last 12 months, unless included in a bankruptcy.

All open auto and mortgage trade lines must be current.

All open/current accounts and other disclosed or discovered debts will be factored into budget and debt calculations.

**BANKRUPTCY**

Debtor must be discharged.

Time at current address must be at least 12 months.

Minimum time of employment for this program is 12 months.

Customer must have at least 1 well paid qualifying trade line within the last 6 years.

Max allowable PTI for this program is 14.5%.

Max Front-end advance 110%.

Rates as low as 8.99%.

- VERIFICATION**
- Retail Installment Sales Contract
  - All Pages of Signed Credit Application
  - Buyers Order/Purchase Agreement
  - Vehicle Invoice/Bookout
  - Title Application
  - Proof of Insurance
  - VSC, GAP, and Maintenance Contract
  - Odometer Statement (Required for all model years)
  - Valid Driver's License

**ADDITIONAL STIPULATIONS**  
Additional stipulations are based on Analyst decision and will be notated on the callback sheet

**Proof of Residence**  
 Utility bill, Phone bill, or Cell phone bill within 30 days of contract date.

**Proof of Income**  
 Pay stub, 3 months personal bank statements, Copy of W2, Tax returns, Minimum of 12 months job length required for a 2nd job. Self-employed workers must provide satisfactory proof of sustained income shown on tax returns.

**Military Personnel**  
 For full time active duty status. Minimum time of employment for Military applicants is 6 months.

**Proof of Trade Paid in Full**  
**Proof of Employment**  
**Three References**  
**Valid Contact Information**

**ADDITIONAL INFORMATION**

Payment due date may not be after the 25<sup>th</sup> of the month. Due date must be between 30 and 45 days from contract date.

Customer must add Flagship Credit Acceptance to insurance immediately. Required for funding. Maximum deductible \$1,000, applicant must be named insured.

Cash, check, or money order are acceptable forms of down payment.

Employees of the submitting Dealership are ineligible.

Welcome Call must be completed prior to funding:
 

- Welcome Call verifies application, contract and vehicle information
- If a message is left, it is imperative that the customer returns the call and speaks to a member of the funding department
- Insurance info and Employment info confirmed on every loan

No post dated checks.

\$395 processing fee for resubmitted contracts.