



New 30/30 Program Guidelines

Customer Eligibility

-NO CREDIT SCORE REQUIRED – NO DEBT TO INCOME LIMIT

-OPEN CAR LOAN, SELF EMPLOYED, FIRST TIME BUYER - OK

-Customer must have verifiable minimum income of \$1,700 per month. Can be a combination of multiple sources.

-Customer must have proof of employment for the past twelve months.

-Customer must have proof of residence for the past twenty four months. Residence does not need to be at the same address but it must be in the same area.

-Customer must have a valid driver's license.

-No Multiple repossessions within the last 5 years.

Vehicle Eligibility

-Vehicles must be less than 15 years old and have a maximum mileage of 150,000.

-Exceptions include Cadillac's, Exotics, and vehicles that NADA classifies as commercial.

-No Salvage Titles

Advance - Online Loan Advance and Contracting – We've Made It Easy!

-Advance Rate will be up to 130% of NADA Adjusted Loan Value. Adjustments are made for mileage (adds and deducts) and equipment (hard adds only). MBPI - Allstate or NAC – Assurant Service Contracts and GAP will be funded at cost in addition to the advance.

-Maximum advance to dealer is \$10,000/Maximum amount financed is \$18,000.

Down Payment

-Down Payment must be at least 10% of total sales price including state sales tax, tags, documentation fee, service contract and GAP.

Loan Terms

-Maximum loan term is 182 weeks. Loan payments are weekly. Minimum weekly payment is \$60.00. Check with an Onpoint representative for the interest rate in your state. Documentation fees up to posted state maximums.

Repossessions

-Onpoint will not require dealers to purchase their repossessions. All vehicles will automatically go to the auction and the dealer reserve account will be charged any variation between what was received from the auction—less any payments collected from the customer—and what was originally advanced to the dealer. (Warranties, Gap, other charges will also be included).

-Dealers who wish to purchase repossessed vehicles will be given five days to decide if they want the vehicle. Onpoint must be paid the deficiency balance immediately for the dealer to receive the vehicle. Vehicles may be picked up at the auction.

Reserve Payments to Dealers (Additional Profit!)

-Any dealer with 30 vehicles in their loan portfolio and 30% of the outstanding balance in their reserve account will receive monthly reserve distribution payments as the payments earn. Payments will total all amounts above the minimum 30% required to remain in the reserve account.

-Dealers must maintain minimum portfolio performance equal to the average OnPoint dealer to remain eligible for the 30/30 program.

To Get Started Call Edwin Sanchez at 1-(609) 970-5451



OnPoint's 30-30 Loan Program Really Hits The Target!

- Advances are up to 130% of NADA Loan Value Plus Additional Reserve Profit!
- No upfront customer credit check
- Open car loan is ok
- No Debt to Income Limits
- Customers can qualify with a valid driver's license, 1 year on the job, 2 years in the area and 1,700 gross monthly income – can be combination of incomes.
- Fast Online quoting and loan structuring.
- Compare our advances to your other lenders before you talk to the customer
- Online documents and E Contracting.
- Vehicle eligibility is 15 model years and 150,000 miles
- Advance for MBPI or NAC Warranty and GAP
- No Recourse only against dealer reserve!