

# *Thrift Investment Corporation*

720 King Georges Post Road, Fords, NJ 08863-0538  
P.O. Box 538 Fords, NJ 08863  
732-738-9100 Fax 732-738-1905

## **CORP CODES BY STATE:**

**New Jersey: 880471231088630**

**Maryland: 1366**

**New York: 61395**

**Virginia: F189710-9**

**Connecticut: 2927**

## **Attention All Auto Retailers**

Thrift Investment Corporation has been offering financing for new and used automobiles to the non-standard credit market since 1963. Its annual approval volume is over \$120 million, generated among a broad base community from hundreds of auto retailers. In an otherwise volatile industry, Thrift Investment is rooted with stability and intensity focused on expanding its market share.

1. As one of the larger financiers in the secondary automotive credit market, Thrift Investment is a seasoned specialist in hard to place C and D paper. We have the resources, the knowledge, and the experience to extend credit to potential car purchasers who are refused credit by your primary loan sources. Our assumption of such credit risk translates into higher profits for you, the retailer.
2. Thrift wants to put its financing services to work for you, turning your once missed opportunities into dramatically increased car sales. Our team of skilled credit managers understand high risk lending, the car business, and the retailers they serve. Our team will go the extra mile to make your deals happen.
3. The cornerstone of our credit philosophy is knowledge of the respect for the customer as we measure four key credit factors:
  - Ability
  - Stability
  - Willingness
  - Equity
4. Upon approval, Thrift Investment emphasizes customer service. We help our clients achieve and improve credit profile because we have systems in place to identify problems, to intervene early to avoid delinquency and to see the loan through to successful completion.
5. Our years of experience as a major force in customer lending makes Thrift Investment the first logical choice for secondary automotive financing.

On the following pages, we outline our entire customized loan process to demonstrate, step by step, the superior services we provide and exactly how Thrift Investment Corporation can turn credit risk deals to profit. We are committed to serving our dealers and customers.

## **General Credit Guidelines:**

### **Credit Culture:**

At Thrift, we do not use credit scoring, ornate ratios or set guidelines. We rely on each applicant's own merits as to ability, stability, willingness, and equity to drive the deal.

Our experience tells us that when dealing in the secondary market of credit lending, we must be able to adapt to fulfill your customer's credit needs. We will give consideration to all of your customers, provided that you return that consideration to us. Let's remember, a two way street allows the both of us to give the customer the best possible credit decision and service.

We are known to "custom fit" your deals on a one-on-one basis to make sure the credit risks are attainable. A deal that shows risk and is properly structured leads to repeat business.

### **Auto Pricing:**

On every application, retailers must include year, make, model, serial number and mileage of the vehicle. Also, the price of the vehicle shown to include taxes, tags, and doc fees, minus down payment, equaling amount to be financed. Extended warranties, maintenance programs, and other after sale products must be disclosed up front. Dealers should use current NADA book figures to make sure loan to value will be in line.

We will consider older cars, exotics, or high mileage vehicles (over 75k). Please call in advance for review.

### **Residence and Employment:**

Applicants must be able to show proof of current residence (i.e. phone or utility bill). Full-time employment must be verified with computer generated income documentation. Skip potential and/or job-hopping will not be considered for credit.

## **Income:**

Applicants' income must be in line with purchase. One week net pay should be sufficient to cover one month's payment plus incremental insurance liabilities. Applicant's household and credit expenses are taken into consideration with credit granting. It is imperative for the auto retailer to disclose all income for the applicant(s) with the application to ensure maximum advance. Self-employed applicants will be considered with two years of 1040 forms and proper documentation.

## **Credit Reporting:**

We use credit reports as a guide to determine willingness to repay debt, previous bankruptcies, slow payment histories, satisfied judgments, auto loan problems, and defaults on student loans and medical bills will all be considered for credit.

We feel that a credit background that has been established over time deserves more consideration than recent credit or no credit. At Thrift, a credit report that shows an applicant's true background; with no gaps, no recent excessive use of credit cards, and no blatant refusal to repay, will be given greater consideration.

## **Cosigners:**

We accept cosigners to overcome stability, ability and willingness weaknesses. Cosigners can be of any relationship to the borrower. However, cosigners must have the ability and credit background to repay the debt.

## **Credit Consideration:**

We will consider all applicants that fit into our credit guidelines. We do grant credit to customers showing a higher degree of risk than your primary credit source. Thrift is known to consider: discharged bankruptcies; slow payers 30, 60, and greater; unpaid medical bills; student loan problems; first time buyers; previous repossessions; limited in size credit charges; customers whose credit must be verified; non-institutional credit; public records; federal, state or local; no credit with good documentation; and just about any applicant where practicality prevails.

Let's remember that some of our customers have extenuation circumstances and/or extraordinary documentation that can lead to a positive credit decision.

## Criteria for Credit-Worthiness

When granting credit, Thrift Investment Corporation relies on a common sense approach and adheres to four basic principles that indicate credit-worthiness. They are:

- Ability:** Is the customer's income in line to handle the monthly payment?
- Stability:** Understanding the customer's employment in relation to the purchase, while, paying close attention to the time on the job and in the same residence. Eliminate those customers who show skip potential in both job and residence.
- Willingness:** Customer's willingness to pay based on previous credit references.
- Equity:** Watch numbers and terms based on year and make of automobile. Attempt to keep customer ahead of automobile depreciation.

By following these four factors, which are the cornerstones of our business philosophy, Thrift will accept the risks that it deems can be turned into profit, with judicious management and scrutiny.

## What Can the Dealership Expect from Thrift?

1. Thrift will give same day service.
2. Thrift will review and interpret Applicant's Income and Credit.
3. Thrift will conduct phone interview with those customers who need additional understanding.
4. Thrift will rework deal with customer, attempting to obtain an additional cash down payment or additional signers.
5. Thrift will create a comfort level between all parties, which facilitates deal closure.

Terms will be given by a Thrift manager with each approval. Each deal is looked at on a per-deal basis. If the deal makes sense, we will make it work. Rates and terms may vary based on credit quality.

## Examples of Payment:

Unpaid		Term	APR	Payment
20,000	x	60	11.95%	= 444.52
15,000	x	60	16.95%	= 372.38
12,500	x	48	17.95%	= 366.86
10,000	x	42	20.95%	= 336.94
9,000	x	36	21.95%	= 343.48
7,500	x	30	22.95%	= 330.85
5,000	x	24	24.95%	= 266.73

\*\*Above terms are given as examples only; terms may vary in relation to unpaid amount(s) and according to state and federal statutory limitations regarding usury.

# THRIFT INVESTMENT DEALER APPLICATION

**Dealership Information:** **Date Dealership Established:** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Tax ID #** \_\_\_\_\_

**DBA:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_

**Phone #** \_\_\_\_\_ **Fax #** \_\_\_\_\_

**Principals-Officers-Owners:**

**Name:** \_\_\_\_\_ **Title #** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**SS:** \_\_\_\_\_

**Principals-Officers-Owners:**

**Name:** \_\_\_\_\_ **Title #** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**SS:** \_\_\_\_\_

**Floor Plan Information:**

**Name:** \_\_\_\_\_ **Account #** \_\_\_\_\_

**Phone #** \_\_\_\_\_ **Contact:** \_\_\_\_\_

**Bank Information:**

**Name:** \_\_\_\_\_ **Account #** \_\_\_\_\_

**Phone #** \_\_\_\_\_ **Contact:** \_\_\_\_\_

Type of account: Checking Savings Money Market Other

**Trade References:**

**Name:** \_\_\_\_\_ **Acct #** \_\_\_\_\_ **Phone #** \_\_\_\_\_

**Address, City, State, Zip:** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Acct #** \_\_\_\_\_ **Phone #** \_\_\_\_\_

**Address, City, State, Zip:** \_\_\_\_\_

\* Please return copies of the following with this form: Dealer License, Tax License, and Motor Vehicle License.

I authorize Thrift Investment Corporation to verify all trade and banking relationships, as well as personal credit information on the Principals, Officers, and Owners (including credit reports). This information will be used solely for the purpose of entering into the enclosed dealer agreement and will be held confidential. I (we) certify that all of the information listed on this form is true and correct.

\_\_\_\_\_  
**Signature (Principal-Officer-Owner)**

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\_\_\_\_\_  
**Signature (Principal-Officer-Owner)**

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

## **THRIFT INVESTMENT CORPORATION**

**Thrift** requires a copy of your Automobile Dealer's License and Banking Department Installment Sellers License Prior to the acceptance of your first deal. Contracts must show your Corporate or Company name as it is listed on the installment Sellers License. **Thrift** checks will be issued accordingly.

**Thrift** may require an acquisition fee, which will be deducted from the cash advance and calculated discretely from each deal. The Federal Trade Commission has issued a staff opinion stating that the sale of a Consumer Credit Contract to a finance company which charges an acquisition fee is not a Consumer Credit Transaction under the Truth in Lending Act, although the contract itself is subject to the act. Acquisition fees paid by you to **Thrift** have nothing to do with the extension of credit by you to your customer, thus making disclosure of this transaction to the consumer unnecessary. **THIS COST MUST NOT BE PASSED ON TO THE CUSTOMER.**

Installment Sales Contracts will be paid only if complete respect for detail is exercised in their preparation. The following requirements and sample contract are provided for your information and guidance. Please review both with your people.

1. Every space on the contract must be filled in and when non-applicable to the contract the space should show "None, N/A, Zero or a figure -0-."
2. The cost of Automobile Insurance, with the coverage and term, must accompany the contract when being financed. The name and address of the insurance agency must also be disclosed on a cover memo. We suggest that adequate insurance information sufficient to permit coverage confirmation be supplied to **Thrift** prior to the desired date of discount. **NO DEAL WILL BE PAID UNTIL THRIFT HAS VERIFIED PROPER COVERAGE.**
3. **Thrift** will not accept any branded titles. Dealer agrees to fully repurchase contract. Each contract must be accompanied by a purchase order (dealer invoice) signed by the customer. If a documentation fee is charged, it must be broken down and appear on the invoice, and included in the cash price of the vehicle on the contract. The title, lien and the registration fees must appear on your Purchase Order, as well as on the contract.
4. A complete, signed application to include personal references must accompany all transactions, as well as a copy of a VALID Driver's License. A mileage or odometer statement must also be included.
5. Each contract will be assigned to **Thrift Investment** by an officer or authorized employee by filling out and signing the assignment section in the lower left-hand corner of the contract. Dealer agrees to refund any overages to customer due to estimation of motor vehicle fees. All contracts are assigned without recourses unless arranged to the contrary and executed on the reverse side of contract. **Thrift** requires Dealer to refund any overages collected do to estimation of MV fee's.
6. Dealer agrees to follow all Federal and State Laws regarding advertising and fair lending, compliance, ECOA, Regulation Z, "Privacy Act", "Patriot Act", and all other applicable state and federal laws.
7. Please use **Thrift's** checklist in order to eliminate errors or omissions.

---

**Name of dealership as it appears on license**

---

**Telephone Number**

---

**Name of dealership as it appears on license**

---

**Approved & accepted by (Secretary / Owner / Partner)**

---

**Dated**

I hereby certify that the following persons are authorized to assign installment sales contracts to **Thrift Investment Corporation** .

**Name (printed or typed)**

**Title**

**Signature (written)**