

Westlake

FINANCIAL SERVICES

Partner Program Guide



Key Features

The Partner Program provides the dealer with the ability to increase profits and sales for difficult to finance customers. Westlake will give dealers the opportunity to obtain a large upfront check and a monthly income stream. This program offers minimal underwriting requirements such as:

- No minimum residency requirements
- No minimum job time
- No minimum income
- No minimum credit score

Other benefits include:

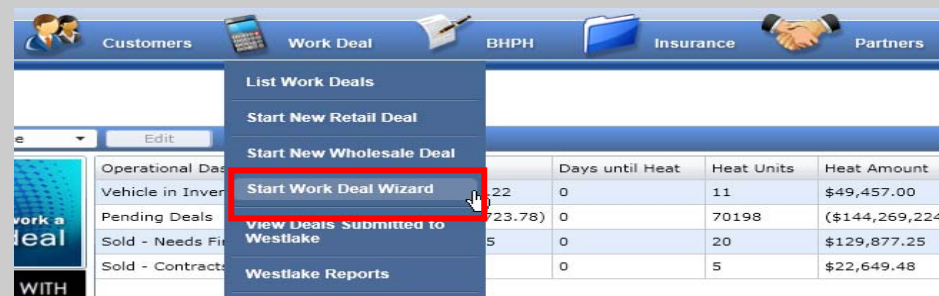
- 100% of the amount financed, 50% upfront cash and 50% of shared payments.
- A monthly income stream (Non-Pooled)
- Control of the APR (as low as 1%)
- Max advance up to 200% of book value, not to exceed \$20,000
- Term lengths (between 6 to 42 months)
- Ultimate control of their collateral with online access to the customers account status and vehicle location.
- FREE account servicing by Westlake Financial Services

NOTE: GPS systems are required on all Partner deals. Please see your Dealer Account Manager for more details on qualified companies.

Partner Program Process

To work a Partner Deal:

1. Select **Start Work Deal Wizard** from the **Work Deal** menu.



2. Upon completion of the **Deal Wizard**, the Buy Program™ will appear.

Buyer Info [View Credit](#) **Vehicle Info** [Edit Vehicle](#) **Deal Info**

Jon Consumer 548927

Co-Buyer Info **Trade In #1** **Trade In #2** **Deal Date**

2/2/2010

Deal Structure

Price + Accessories	Down Payment	Term	Interest Rate	Monthly Payment	First Payment
\$12,737.28	\$2,000.00	42 months	25.00 %	\$391.35	30 ⁽²⁾ 15
Total Tax	Fees	Service Contract	Insurance / GAP / VSI	Accessories	Deal Costs
\$0.00	\$146.00	\$0.00	\$0.00	\$0.00	\$0.00

Deal Calculations

Amount Financed	Finance Charge	Commissions	Front Gross	Back End Gross	Total Gross
\$10,883.28	\$5,553.42	\$0.00	\$12,736.28	\$174.93	\$12,911.21

Lender Submission and Results

Lender Info Type Program

Program	Approval	Rate	Check	Deferred	Total	Gross
Standard	Yes Yes	23.99 %	\$9,843.28	\$0.00	\$9,843.28	\$11,696.28
Profit Builder	Yes Yes	25.00 %	\$5,391.71	\$3,796.88	\$9,188.59	\$11,041.59
Partner Program	Yes Yes	25.00 %	\$5,341.64	\$5,441.64	\$10,783.28	\$12,636.28

Lender Comments & Hints

It is a deal! Remember to transfer the GPS device and to submit the customer authorization form to Westlake so that this deal can be funded.

- To access the Partner program deal structure, click on the **Compare All** drop down and Select **Partner Program** located under the **Lender Submission and Results** section.

Lender Submission and Results

Program	Approval	Rate	Check	Defe	Compare All	Gross
Standard	Yes Yes	23.99 %	\$9,843.28		43.28	\$11,696.28
Profit Builder	Yes Yes	25.00 %	\$5,391.71	\$3	88.59	\$11,041.59
Partner Program	Yes Yes	25.00 %	\$5,341.64	\$57	83.28	\$12,636.28

Point to keep in mind when working a Partner deal:

- The base APR for this program is 25% or state cap (For lower interest rates, fees may apply)

To print the deal summary:

- Print the cover page and deal summary by clicking on **Print > Deal Summaries > Partner Program**.

A dealer and customer check list will generate along with the deal structure.

The screenshot shows a sidebar menu with 'Print Packs' expanded. Under 'Deal Summaries', 'Partner Program' is highlighted with a red box. The main content area shows deal details for 'Partner Program' with a 'Print' button at the bottom.

To submit a deal to Westlake Financial:

- To submit the deal electronically to Westlake, click on the **Action** button then **Submit Deal**. The deal information is transferred to our in-house system.

The screenshot shows the 'Lender Submission and Results' page for 'Partner Program'. The 'Action' dropdown menu is open, and 'Submit Deal' is highlighted with a red box. The page displays deal details and a 'Save' button at the bottom.

- Fax the cover page and deal summary along with **COMPLETE** steps to the number listed on the cover page.
- FedEx original steps to Westlake Financial.

To save the deal:

- Click on the **Save** button and select the status of your choice.

The screenshot shows the 'Lender Submission and Results' page with the 'Save' button highlighted in a red box. A dropdown menu is open, showing status options: 'Pending - Working Lead', 'Sold - Needs Financing', 'Sold - Contract in Transit', 'Sold - Funded', 'Unwound', 'Dead Deal', and 'Delete - Junk Record'.