

Westlake

FINANCIAL SERVICES

Standard Product Guide



Key Features

The Standard program is our cornerstone program that offers the ability to structure and get a deal approved for customers that walk through your door.*

Benefits include:

- No minimum FICO
- No minimum income
- No minimum job time
- No minimum residence time
- No maximum vehicle miles
- No minimum amount finance
- Previous repossessions – No problem!

Figure 1.1 – The Buy Program™

The screenshot shows the 'Buy Program™' interface with the following sections:

- Buyer Info:** jon_consumer, Vehicle Info: 548795, Deal Info: 1/28/2010
- Deal Structure:** Price + Accessories: \$12,736.32, Down Payment: \$2,000.00, Term: 42 months, Interest Rate: 23.990%, Monthly Payment: \$385.36, First Payment: 30
- Deal Calculations:** Amount Financed: \$10,882.32, Finance Charge: \$5,302.80, Commissions: \$0.00, Front Gross: \$12,736.32, Back End Gross: \$0.00, Total Gross: \$12,736.32
- Lender Submission and Results:** Lender Info: Westlake Financial, Type: Finance, Program: Compare All
- Lender Comments & Hints:** It is a deal! Make sure to write your deal using the simple interest contract.

*Non-Qualifications: Consumer Credit Counseling, three or more open delinquent accounts, open bankruptcy, delinquent mortgage, and previous Westlake repossession.

Standard Deal Process

To work a Standard Deal:

1. Select **Start Work Deal Wizard** from the **Work Deal** menu.
2. Complete the Deal Wizard process. Upon completion the Buy Program™ screen will appear. Refer to figure 1.1.

NOTE: Down payment and term are key components in successfully structuring a Standard deal. The lower the amount to finance and the lower the term, the lower the discount can be!



3. In the **Lender Submission and Results** section of the Buy Program™ click on the Program drop down. Select **Buy Program™**.

The screenshot shows the 'Lender Submission and Results' section. The 'Program' dropdown menu is open, and 'Buy Program' is selected and highlighted with a red box.

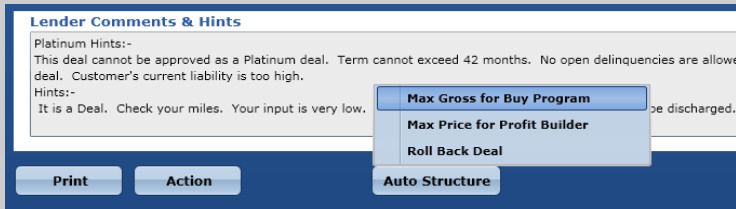
| Program | Approval | Rate | Check | Deferred | Total | Gross |
|-----------------|----------|---------|------------|------------|-------------|-------------|
| Standard | Yes Yes | 23.99 % | \$9,847.32 | \$0.00 | \$9,847.32 | \$11,701.32 |
| Profit Builder | Yes Yes | 23.99 % | \$4,808.42 | \$3,738.76 | \$8,547.18 | \$10,401.18 |
| Partner Program | Yes Yes | 23.99 % | \$5,175.67 | \$5,441.16 | \$10,616.83 | \$12,470.83 |

approved as a Platinum deal. Term cannot exceed 42 months. No open delinquencies are allowed for a P

The Buy Program™ features the ability to maximize profit based on the customer’s desired down payment and monthly payment.

To maximize profit:

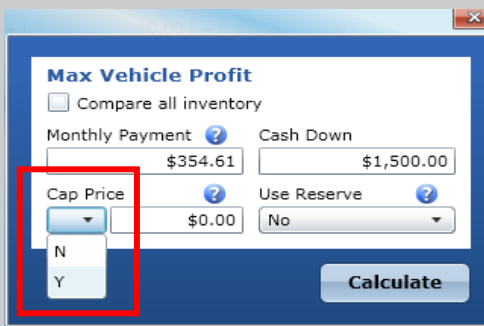
1. Click on the **Auto Structure** button and select **Max Gross for Buy Program™**.



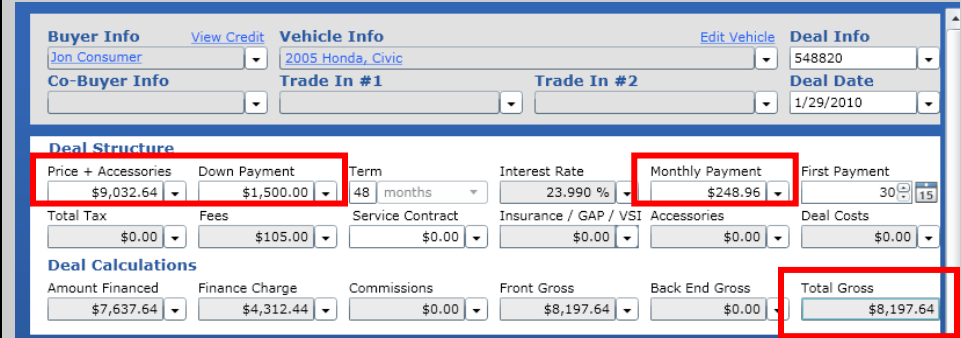
2. The **Max Vehicle Profit** screen will appear. In this screen the following can be modified:

- Monthly Payment
- Cash Down
- Cap Price (The Buy Program™ will not suggest a selling price above the cap price entered.)
- Use Reserve

NOTE: Use Reserve is an over advance amount between \$250-\$999 that is paid to dealer when the account is paid off.

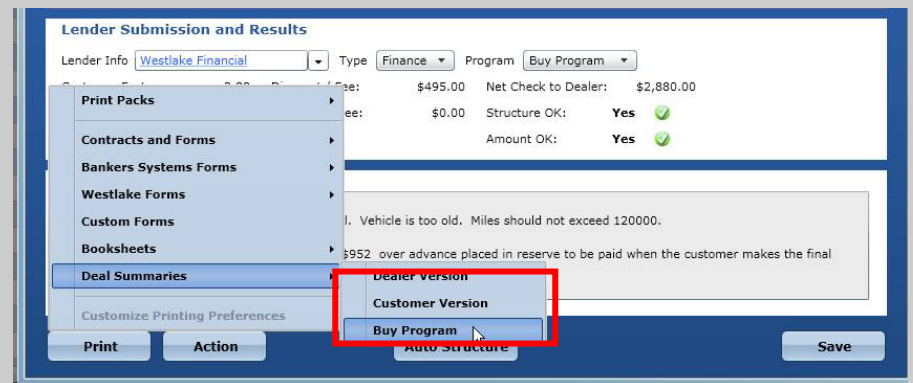


3. When using the Auto Structure notice the changes in the **Price + Accessories, Monthly Payment, Down Payment,** and the **Total Gross** fields.



To Print the deal Summary:

After successfully structuring a deal click on the **Print** button. Select **Deal Summaries**, then **Buy Program™**



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

To submit a deal to Westlake Financial:

1. To submit a 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' section of the interface. A dropdown menu is open over the 'Action' button, with 'Submit Deal' highlighted. Other options in the menu include 'Lender Fees', 'Add Binder', 'Deal Wizard', 'Manual BuyProgram', 'Notes', 'Select Program', and 'Share Deal with Rep'. The 'Submit Deal' option is circled in red.

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

To save the deal:

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

The screenshot shows the 'Lender Submission and Results' section of the interface. A dropdown menu is open over the 'Save' button, with 'Pending - Working Lead' highlighted. Other options in the menu include 'Sold - Needs Financing', 'Sold - Contract in Transit', 'Sold - Funded', 'Unwound', 'Dead Deal', and 'Delete - Junk Record'. The 'Save' button and the dropdown menu are circled in red.