

IMPORTANT LEASE PROGRAM INFORMATION: PLEASE READ

Trusted Sale along with its partners at **Apex Auto Lending** have joined together to deliver an innovative used car leasing program that will help your dealership attract new customers, turn inventory faster and increase front and back-end profits.

Once your dealership application is approved by Apex, you will be able to easily submit deals via an online dealer portal and get approvals and rates for customers in less than 1 hour (typically less than 15 minutes).

Apex uses a “common sense” approach to each credit application submitted. A “real human” (not a decision engine) will thoroughly review each unique applicant’s situation before reaching a decision and is available to work with you to assure a smooth process for the customer and your dealership.

Once a customer is approved by Apex, you’ll get instantly notified via email and the customer payment is loaded in the online portal. Log in to the portal to calculate the customer’s lease payment with or without eligible service contract & GAP policy rates included. See back-end allowance limits for service contracts/GAP protection shown in table below.

When the customer accepts the offer- you can access all the ready-to-print documents instantly from the online portal. And best-of-all, funding happens the same day or next day!

LEASE PROGRAM TERMS & CONDITIONS

An **applicant’s credit score determines the maximum amount of a check size** that the leasing company will write for any deal. Similarly, the applicant’s credit score is a factor that determines the maximum lease term, vehicle mileage limits and the maximum NADA Advance you can earn - as displayed in this table:

	SCORE = 499 First time buyer	SCORE = 500-599	SCORE = 600-724	SCORE = 725+
CHECK SIZE	Up to \$12,000	Up to \$15,000	Up to \$25,000	Up to \$30,000
LEASE TERM	24 MONTHS	24 MONTHS	30 MONTHS	36 MONTHS
VEHICLE MILEAGE LIMIT	150,000	150,000	200,000	250,000
MAXIMUM NADA ADVANCE	100%	110%	120%	125%
BACK END ALLOWANCES				
Non-CPO vehicles	\$1,500	\$1,500	\$1,500	\$1,500
CPO vehicles	\$2,000	\$2,000	\$2,000	\$2,000

OTHER IMPORTANT CONDITIONS:

- ✓ Annual mileage allowance = 20,000 miles per year (on all vehicles)
- ✓ Vehicles up to 10 years old and 150, 000 miles qualify (see table for higher vehicle mileage limits)
- ✓ Minimum Cap Cost (amount financed) = \$3,000

CUSTOMER (LESEE) REQUIREMENTS:

- ✓ Minimum income = \$2,000 per month
- ✓ Self-employed = ok (including Uber, Lyft and other delivery service drivers)
- ✓ Tax ID customers = ok
- ✓ Chapter 13 bankruptcies = ok (provided they are on a plan)
- ✓ No multiple repossessions