



WE MAKE A DIFFERENCE

18000 Studebaker Rd. Suite 700
90703 Cerritos California
(562) 467-6963
dealers@firmautousa.com



Program Guidelines

TIER	NON PRIME	SUBPRIME		
Program Name	Premier	Premium Flex	Standard Flex	First Flex
Credit Quality (approvals good for 30 days)	400 and above TU VantageScore 4.0 No business loans	Overall credit profile, deal structure, and scores will be used to determine program and pricing. Situational negative credit accepted; habitual negative credit Not accepted. Fresh BK7's accepted! 1 open auto per borrower. No business loans.		No Score No business loans
SSN / ITIN	Only SSN	Both SSN and ITIN	Both SSN and ITIN	No ITIN
Cosigners	N/A	Will consider a close family relative with FICO >=700 when the borrower(s) doesn't qualify (cosigners agreement is required)		
Pricing	Premier	Premium Flex	Standard Flex	First Flex
APR / Buy Rate	As low as 9.00%	As low as 19.99%		As low as 24.99%
Green Flex	N/A	FirmAuto is green! The customer gets a 1 point APR discount when the vehicle is Eco-friendly, such as EVs and Hybrid models.		
Finance Reserve	N/A	1%. No Split. Minimum APR 23.99%		N/A
Discount fee (1)	3%	From 5% to 10%	From 10% to 12%	15%
Document Processing Charge	\$85			
Deal Structure	Premier	Premium Flex	Standard Flex	First Flex
Max LTV (based on term)	Up to 160% NADA Wholesale	<=60 mos: 150% >60 mos: 125%	<=60 mos: 140% >60 mos: 125%	Up to 150% KBB Wholesale
Max Front-end Advance (2)	Up to 140% Retail or 160% KBB Wholesale (Including back end)	Up to 130% KBB Wholesale	Up to 120% KBB Wholesale	Up to 130%
Max Back-end Advance (3)	See above	Up to 20%	Up to 20%	Up to 20%
Max Amount Financed	\$60,000	\$35,000	\$25,000	\$20,000
Minimum Amount Financed	\$7,500	\$3,000		
Minimum Cash Down Payment (4)	0%	As low as 5%	As low as 10%	From 20%
Rebates	N/A	N/A		
Maximum Service Contract / Warranty	Check max LTV Stipulations.			
GAP	Check max LTV Stipulations. Check term conditions.	GAP Value \$950 \$750 \$650	Dealer Commission \$300 \$200 \$150	\$950 with a \$150 Commission.
GPS	Not Required. Offered at \$600 with \$150 Commission.			\$600 with a \$150 Commission.

- (1) Discount Fee calculated over the amount financed.
- (2) Max front end: Percentage over KBB Wholesale Value for new and used. Products allowed: Sales Price + Fees + Accessories + Other Non-Taxable + Sales Tax + Insurance - Down Payment - Trade-In.
- (3) Max back end: Percentage over Wholesale Value. Debt Cancellation Agreement (GAP) + Theft Deterrent Device (GPS) + Service Contract/Warranty + Prior Credit + Used vehicle cancellation option agreement + Other Misc/fees.
- (4) Minimum down payment: OK to use trade equity as all or part of down payment. Cash must be from their own funds; trade must be in the buyer's name. Rebates DO NOT count toward the minimum cash down payment requirement.

Premium Flex Dealer Program

Access is granted on a month-to-month basis. To access the program, a dealer must fund a **minimum of 50% of deals rated as a Premium Flex customer to receive a 20% discount fee reimbursement** over the lender fee, to be paid the following month. Minimum 3 funded deals during the month are required. Premier, Standard Flex and First Flex deals do not count for this reward program.

Call us! We are a dealer-oriented lender with flexible programs. BuroFlex will boost your sales!



WE MAKE A DIFFERENCE

18000 Studebaker Rd. Suite 700
90703 Cerritos California
(562) 467-6963
dealers@firmautousa.com



Stability & Budget	Premier	Premium Flex	Standard Flex	First Flex
Minimum Income	\$1,500 Individual. \$2,500 Joint.	\$3,000 Individual.	\$2,000 Individual.	\$1,500 Individual.
Maximum DTI	50%	60%	55%	50%
Maximum PTI	25%	20%	18%	15%
Minimum Job Time	3 months proof of income			
Minimum Residence Time	Proof of residence required. 12 months Current, or 12 months Previous			
Debt/Budget	N/A	Minimum \$400 housing allowance; Actual mortgage amount will be used if less than minimum. Auto insurance \$100.		
Stipulations	Premier	Premium Flex	Standard Flex	First Flex
Retail Installment Contract	Simple interest, arbitration only.			
Signed Credit Application	Required.			
Proof of Income	Most recent pay stub with YTD required. All income must be verifiable 3 months proof of income if fluctuating hours/income (self-employed borrowers are case-by-case).			
Proof of Residence	Recent (30 days) utility bill or statement with current residence.			
Driver's License	Driver license or valid ID required. Driver license suspended or revoked won't be accepted.			
Proof of Insurance	Copy of current insurance card or policy statement that includes at least one applicant as the insured/approved driver, deductibles of \$1,000 or less and address matches address on the application. Provide a phone number to verify auto insurance.			
References	N/A	Provide 5 personal references (minimum).		
Eligible Title	Clean title only.			
Ineligible Titles	Salvage, junk, rebuilt, water damage, storm damage, lemon, or crash test branded titles.			
Ineligible Vehicles	Gray market, fire damage, recycled, strip, taxi, and police vehicles. All programs exclude Smart, Saab, Genesis, AlfaRomero, Bentley, Hummer, Saturn, Jaguar, Suzuki, Peugeot, Rolls Royce, Oldsmobile, Lamborghini, Lotus, Maybach, McLaren, Isuzu, Ferrari, Fisker.			
Repossession	No repossessions or auto charge-offs in the last 24 months.	No repossessions or auto charge-offs in the last 12 months.		
Bankruptcies	No open BK or BK was dismissed/discharged in the last 24 months.	No open BK or BK was dismissed/discharged in the last 36 months.		

Maximum term table. Based upon age and miles.

Tier	Rules
Premier	+Vehicle age Up to 10 years. +Up to 84 months. Up to 120,000 miles.
Premium, Standard, and First Flex.	+Up to 120,000 miles. Up to 20,000 miles per year. Vehicle age plus term must not exceed 9 years. 72 months term maximum. +If vehicle age + term exceeds 9 years, a 10% LTV penalty for every 10,000 miles will apply. A 36-month term is a limit. Vehicle age + term must not exceed 12 years. Maximum 120,000 miles must comply. If 20,000 miles per year exceeds, a 10,000 miles per year could be added with a 10% LTV penalty for every 10,000 miles. A 36-month term is a limit. Vehicle age + term must not exceed 12 years. Maximum 120,000 miles must comply.

First Flex Customer Benefit

Offer clients a ten basis points reduction in their interest payment if they make 1-year timely payments!

By paying the first six months on time, FirmAuto USA will reduce the Client's interest from 29.99% to 24.99%. If Client pays the remaining six months on time of the 1-year term, FirmAuto USA will reduce Client's interest from 24.99% to 19.99%. * The above is subject to the Dealer rewriting the corresponding Retail Installment Sales Contract.

(CA 3/2022)

Call us! We are a dealer-oriented lender with flexible programs. BuroFlex will boost your sales!