

Build Your Case for an Approval!

APPLICANT

FICO SCORE

- Equifax _____
- Experian _____
- Trans Union _____

CO-APPLICANT

Available? Yes No

FICO SCORE

- Equifax _____
- Experian _____
- Trans Union _____

COLLATERAL

- NADA Value \$ _____
- % of Advance _____ %
- True Cash Down
 - + Rebate \$ _____
 - +/- Trade Equity \$ _____
 - = Total Cash Down \$ _____
- Reason for Trading - _____

- NADA Value \$ _____
- Loan to Value Ratio _____ %
- % of Advance _____ %

CAPACITY

- Current Gross Monthly Income \$ _____
Gross Monthly Income = (pay rate x hours per week x 52weeks) / 12months
- Previous Gross Income \$ _____
- Debt to Income _____ %

- Current Vehicle Payment \$ _____
- Previous Vehicle Payment \$ _____
- Payment Increase/Decrease \$ _____
- Percentage Increase/Decrease _____ %
- Payment to Income _____ %

- Other Income \$ _____ Source _____
Can we equate this to gross income? Child Support/Retirement/Investments/Trust
- Other Income \$ _____ Source _____
Can we equate this to gross income? Child Support/Retirement/Investments/Trust
- Near term increase in income/decrease in debt - _____
- Assets Reserves on hand - _____

CHARACTER

- Time on Job Yr _____ Mo _____
- Time in Job Field Yr _____ Mo _____
- Education (College, Trade School, etc. toward advanced position) _____
- Reason(s) for derogatory credit (How can I minimize it?) _____
- Extenuating Circumstances: What will make this person "real" to my paper buyer? _____
- Positive References not shown on Bureau - _____
- Three positives about this deal I can use with the lender:
 1. _____
 2. _____
 3. _____

LENDER LEVERAGE

- Closest fit to which lender's guidelines? - _____
- Which lender receives most good paper? - _____
- Which lender not FICO driven can I send it to? - _____
- Which lender do I have the most leverage with? - _____