

Enlisted personnel **E-1** and **UP** with **NO CREDIT** and **NO DOWN PAYMENT** are the primary consumers considered for purchase. Unblemished service record and repayment of contract by allotment are required on this program.

FAST ANSWERS!! FAST FUNDING!!

PROGRAM HIGHLIGHTS

ADVANCE¹

Used Motorcycles: The dealer check will not exceed 120% of NADA Average Retail or 100% of Kelley Retail plus a maximum of \$500 for accessories.

New Motorcycles: The dealer check will not exceed 100% of NADA Manufacturer's Suggested Retail Price plus a maximum of \$1500 for freight set-up and accessories.

NO Down Payment Required

| | E-1 | E-2 | E-3 | E-4 | E-5 | E-6 | E-7 |
|---------------------------------|---|------------|------------|------------|------------|------------|------------|
| MAX PAYMENT ² | \$325 | \$325 | \$395 | \$450 | \$450 | \$450 | \$450 |
| BASE APR | 15.9% | 15.9% | 15.9% | 15.9% | 15.9% | 15.9% | 15.9% |
| DISCOUNT | 26% | 26% | 22% | 17% | 17% | 17% | 17% |
| DISCOUNT(A/F) | 17% | 17% | 11% | 8% | 8% | 8% | 8% |
| FLEX PRICE | \$200 fee adjustment on each point written above or below 15.9% APR (MIN 13.9% - MAX 19.9%) | | | | | | |

¹ **ADVANCE:** Average Retail Book plus T,T,L, Doc Fee Max \$200, Service Contract \$1300 (\$900 12/12/), GAP \$495

² **MAX PAYMENT:** OK to exceed max pmt by \$25 for back end products (Air Force no cap) **MIN PAYMENT:** \$250

\$150 acq fee on all purchased contracts

APRs cannot exceed state maximum. TFC Personnel will determine on an individual basis the final term, payment and dealer advance on all approved applicants.

| TERM ELIGIBILITY | |
|-------------------------|--|
| E1 | ETS / EAOS plus 6 months up to 48 months |
| E2 | Double ETS / EAOS up to 48 months |
| E3+ | Double ETS / EAOS up to 60 months |

| CREDIT HISTORY | |
|-----------------------|---------------------------------|
| ✓ | No credit required, FTB OK |
| ✓ | BK OK, no bad credit after BK |
| ✓ | Repo OK if more than 1 year old |

| 1997 & NEWER | |
|-------------------------|-----------------|
| MILEAGE | MAX TERM |
| NEW | 60 months |
| ≤ 5,000 | 48 months |
| ≤ 10,000 | 42 months |
| ≤ 15,000 | 36 months |
| ≤ 20,000 | 24 months |
| > 20,000 | 18 months |

Model Year/Term exceptions available...

Just Ask

Friendly Service and Fast Response

FAX APPLICATIONS TO: 800-377-7483

or enter APPS online at **WWW.TFCONLINE.NET**

The Finance Company
16355 Laguna Canyon Road
Irvine, CA 92618

Main Phone: 888-776-1887
Hours of Operation:
Monday - Friday: 7:30am - 5:30pm (PST)
Saturday: 7:00am - 4:00pm (PST)

TFC - Financing for Military Personnel since 1977

BUYER PROFILE

Employment:

- Active duty military personnel in the U.S. Navy, Air Force, Army, Marines, and Coast Guard. Personnel that are in any type of reserve or national guard status do not qualify. Military personnel cannot be deployed and must be assigned to a duty station within the U.S. at time of funding.

Employment Stability:

- E-1's and E-2's must be in the service for a minimum of three months.
- Must attain E-2 or above within nine months of service, E-3 or above within 18 months, and E-4 or above within 36 months.
- Pending transfers outside the United States may only be considered on ranks of E-5 and above.
- Contracts will not be purchased while the customer is assigned to any type of temporary placement unit or is in a medical hold status.

Character:

All disciplinary action is considered serious and will warrant the application being declined unless all of the following criteria are met:

- Must be an E-3 or higher.
- E-3's and above with a previous reduction in rank must have made back their highest rank.
- Offense was more than six months ago.
- No more than one disciplinary action on record.
- TFC personnel must speak directly to the senior or division officer to determine that the offense was an isolated incident and that their military career or income are not in jeopardy.

Credit History:

- No credit required. Derogatory credit will be reviewed to determine the credit risk of the applicant.
- No past or present adverse credit with TFC.
- Must be paying satisfactorily on all currently financed vehicles.
- Discharged bankruptcies OK. No multiple bankruptcy filers.
- Repossessions less than one year old from date of credit application are unacceptable. Multiple repossessions are unacceptable. Repossessions less than 2 years old with a deficiency balance of \$5,000 or greater are unacceptable, unless the buyer can prove that they are making payments on the deficiency balance. Repossessions included in BK can be less than 1 year old. Multiple repossessions included in a BK will be considered on a case by case basis.

Income / Expense:

- Debt to be considered includes rent / mortgage payment, installment and revolving debt (to include TFC's new payment), GI Bill, advance pay, involuntary allotments and child support.
- Required amount of income remaining after all monthly obligations (including new car payment) is \$325 with no dependents, plus \$100 for spouse, \$75 for 2nd dependent and \$50 for each additional dependent.

DOCUMENTATION REQUIREMENTS TO FUND

- Credit Application.
- Leave and Earnings Statement - Must be an end of month statement no more than 60 days old. If a "Jumps LES" or "Pay Inquiry History" is obtained from the PAC/Disbursing office all pages are required. (LES available at: <https://mypay.dfas.mil>)
- Installment Sales Contract.
- Buyers Order (if applicable).
- Book / Invoice value
- MAC Allotment / ACH Authorization Form - Must include complete bank account information and / or a voided check. (TFC routing no: 083902109) Set up Allotment at <https://mypay.dfas.mil>
- TFC PAC / Disbursing Allotment Form.
- Military Service Verification Letter. Verbal Employment Verification is acceptable on E-4 & up (no letter is required).
- Reference Sheet.
- Privacy Act Release Form.
- Disclosure of Discount Form.
- Insurance information
- Service Contract Application - TFC approved (if applicable).
- GAP Agreement (if applicable).
- Title Application.
- Manufacturer's Invoice (new motorcycles).
- Lienholder - First lienholder on the ownership certificate, title or other evidence of ownership must be shown as:

The Finance Company
P.O. Box 57071
Irvine, CA 92619

(Motorcycles that are titled as salvage, rebuilt, flood damaged, re-conditioned or true miles unknown are not accepted.)