

## VEHICLE SERVICE CONTRACT SALES REQUEST FOR PROPOSAL

leeandmason.com

### CONTACT INFORMATION

LENDER NAME: \_\_\_\_\_ website: \_\_\_\_\_

Street Address: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_

Main Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

# of Branches Making Direct Loans: \_\_\_\_\_ # Loan Closing staff \_\_\_\_\_ # of Customers/Members: \_\_\_\_\_

List of States where you operate: \_\_\_\_\_

PORTFOLIO STATUS	Total # of Loans	Total \$ Outstanding	Monthly New Loans #	Max. Loan Term	Avg. Loan Term	Max. Loan Amount
Auto Loans Direct						

### UNDERWRITING PRACTICES AND PREVIOUS EXPERIENCE

Maximum Loan Amount Advanced: New \_\_\_\_\_ % of MSRP Used \_\_\_\_\_ % of NADA Retail

Maximum Age of Vehicle Financed: \_\_\_\_\_ years old

Approx. Percentage of Loans by Credit Tier: A \_\_\_\_\_% B \_\_\_\_\_% C \_\_\_\_\_% D \_\_\_\_\_%

Have you sold Service Contracts previously?  Yes  No Prior Provider: \_\_\_\_\_

Estimated Sales Made per Month: \_\_\_\_\_

Was your program cancelled or re-rated recently?  Yes  No Fee per Sale: \$ \_\_\_\_\_

\_\_\_\_\_  
Signature of Applicant / Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of Agent / Broker

\_\_\_\_\_  
Date