

**NEW LOCATION AT:**

**280 S. HOLMES  
AVE**

**Idaho Falls, ID 83402**

**PH (208) 542-5155**

**FAX (208) 542-2380**

**(NOW ACCEPTING NEW DEALERS)**

**BUSINESS HOURS;**

MONDAY thru FRIDAY (10:00 A.M. - 5:00 P.M.) \*

After hour appointments can be scheduled if necessary.

WE WANT YOUR BUSINESS.. .BOTTOM LINE!

Our family has operated in the finance business in the Idaho Falls area for over 20 years. In 2009, we sold out of the companies we spent so many years building and have opened this company of our own as Chastain Financial Services. It is our hope and desire to offer dealers and customers a secondary financing option for years to come.

We offer NO COST TO THE DEALER. PERIOD! No first payment guarantees. ALL deals funded immediately at closing completion. With years of experience, we know and understand our market and we can usually put more cash in your pocket, with a lot less hassle. At this time we are also purchasing sales contracts with highly competitive underwriting. The fact is, we can help make each other succeed in business. And that's what we are all after.

Now don't think I forgot about what makes us- THE CUSTOMERS. In most cases we can beat the figures the other lenders are offering, both the buyer and the dealer. We report monthly to credit reporting agencies to

help

reestablish bad credit customers. Our current staffing is 100% customer-relation oriented and looks to build for the long term. Loan closings go smoothly at all times. In added convenience, our stipulations at closing are minimal and sensible. No more guarantees or jumping through hoops for the customer or dealer anymore. Yes. We will work with most any level customer if the deal makes sense! Here are the details of what we do.

## **LOAN PARAMETERS**

Up to \$7,500.00 (higher amounts on special approval only)

Average loan terms of 24 months (up to 42 with approval).

Loans against vehicle values determined using current market averages.

Rates- Pending profile and customer risk factors.

Buyer employment or verifiable income **required**- (Self employed O.K.)

Reserve/Discount/Recourse available but not required and can be used upon dealer option and negotiations between us and the dealer to extend more funds.

Additional titled collateral acceptable to increase loan ability amounts and decrease down payment. We base our loans off of collateral value, so adding extra assets increases loan ability amounts.

Auto/Personal/Sales financing available.

## **UNDERWRITING**

These are our primary area(s) of consideration when underwriting.

Collateral values.

Buyer profile. Cosigners always accepted if it strengthens the deal and on new buyers.

Down payment.

a. Trade

b. Cash

c. Deferred

4) Credit History.

Stability.

Any additional collateral items available?

Is the dealer interested the following options:

- a. Reserve.
- b. Discount
- c. Recourse (or partial).

Fax other approvals. What are the competitors offering?

How can we beat it?

## **CUSTOMER STIPS FOR CLOSING**

Vehicle for lookup.

Proof of F/C Insurance coverage with lienholder. (Can call at closing to add lien.)

Pay stub ( 1 -2/current). Or if self employed bank statements or taxes.

Six complete references.

Legal identification. Driver's license not required if unavailable.

Utility bill/or Phone bill/or lease agreement for proof of residency.

Key to collateral (for file).

If any additional stipulations are required, your approval will state them clearly.

## **DEALER PERKS**

Free financing. Recourse/Reserve offered per dealer option only.

We require NO guarantees once the deal has closed.

Aggressive lending on sub-prime deals. We will look at any level paper if it makes sense. Always willing to look at options. (Only exclusions: Open CHI 3 BK/Skip Risk)

Competitive approach- In the last years our companies have written thousands of dealer-originated loans and funded millions of dollars into the areas dealer base. Our continued growth depends upon us having the ability to compete in the market and beat our competition. If on any loan processed we fail to beat our

competitors; please give us the opportunity to do so? In most cases, we can offer a better package with less risk and easier terms. Fast loan decisions. Average 2 hours or less. Always same day! We underwrite nearly all of our loans in house, for faster approvals. Cash now! All deals are funded immediately after closing as long as requirements are met. On the spot. No waiting games. Closings made easy. Fast, friendly loan officers waiting to serve our customers. Fewer stipulations required. Referral fees- For outside loan referrals on customers we pay the referring person \$25.00 to \$50.00 upon closing. Dealer Referrals- For referring another dealer to us; we pay the referring person \$50 the minute we do a loan for them. We want to deal with your partners as well. Volume Bonus- Any dealer that closes more than ten loans with our branches any month earns an extra \$25.00 on every deal for the remainder of the period. We want to pay you for selling a lot of cars and financing with us. These bonuses are paid monthly.

## In Closing

We have the unique ability to be human in our thinking. We do our own underwriting using our heads and logic, rather than computer analysis, allowing our customers to be human and still be given a chance. This opens our options to think outside the box tremendously.

Please feel free to request references from existing dealers or customers. You will find that our active relations are very enthused with the option we provide for their business and customers. Thanks and let's finance some cars. Bottom line Let us earn your business?

Sincerely and Thank You,

The Management and Staff at  
*Chastain Financial Services*

## **ADDITIONAL PRODUCT AVAILABILITY**

Chastain Financial has purchased additional computer software that allows us to service loans for auto purchases which provide the auto dealer the opportunity to share in the interest earnings for loans that they generate thru their sale of automobiles. This program is in addition to our normal loan services to any dealer who has the cash flow to defer their payment on the loan for the auto purchased and thereby earn additional income from the interest on those loans. For those dealers who qualify the addition of this program can give that dealership the opportunity to get as close to 100% approvals on loan applications as the dealer wants to be.

In simple terms this is a program that allows dealers with sufficient cash flow to operate with some or all of their auto sales being turned into the same concept as a buy here/pay here dealership without the costs associated with setting up and operating such a program. In addition the dealership has their receivables serviced by professional finance personnel with close to 40 years of combined experience making it run much more smoothly then if a dealer tried to put together and manage their own buy here/pay here program.

### **References**

Ace Auto Sales, Ali Albaderi (owner)	SLC, UT (801)268-4155
Newstar Auto, Diego (owner)	SLC, UT (801)604-0048
Express Motors, AK (f&I mgr)	SLC, UT (801)671-4871
Martin Motors, Marty Crapo (owner)	SLC, UT (801)347-4979
Signature Auto, Abdul (owner)	SLC, UT (801)716-0052

\*more available upon request.