



*Financiers of Fine Classic Automobiles*

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## **BASIC UNDERWRITING GUIDELINES**

### VEHICLES FINANCED

J.J. BEST BANC & CO takes pride in being **THE ONLY** national company to finance all turnkey, street legal special interest and collector automobiles. We will finance antique, classic, exotic, hot rod, kit, muscle and sports cars. So whether you are buying a 1901 Locomobile or a 2001 Chevrolet Corvette, a 1932 Ford Street Rod or a 1965 Cobra Kit Car, we are your best source for financing.

### AMOUNT FINANCED

J.J. BEST BANC & CO can finance up to 90% of the selling price or book value (CPI Black Book, NADA, Old Cars Price Guide) whichever is less. In some cases we can also finance the tax, tags, title and registration fees to help limit the out of pocket expense to the buyer. If a vehicle is modified and/or does not have a book value, we will finance up to 90% of the appraised value (third party appraisal to be supplied to us by you or the buyer). All kit or replica vehicles require a minimum of 20% down payment and an appraisal.

### CREDIT

J.J. BEST BANC & CO requires good credit, but we do not like to give a minimum credit score do to the high a variation in credit scores between the credit bureaus. Each credit bureau also has many different "score cards". A customer may go online and see he has a 640 credit score with Experian but J.J. BEST BANC & CO may pull a 680 or a 600 with the same credit reporting agency. Because of these common variations, we recommend that you send us every application so we can determine what we can or cannot offer.

### RATES

J.J. BEST BANC & CO typically does not offer a "rate sheet" to dealers. Our low rates are based on multiple factors because we finance many different categories of automobiles. Some of the factors involved are, but are not limited to, current market conditions, credit rating, debt to income ratio, amount financed, loan to value, term, type of vehicle, etc.

### OVERVIEW

There are not a lot of options for your customers in today's financial climate. J.J. BEST BANC & CO offers the most flexible and convenient options with low rates and long terms. Send us all your applications first and let us help you sell more cars.