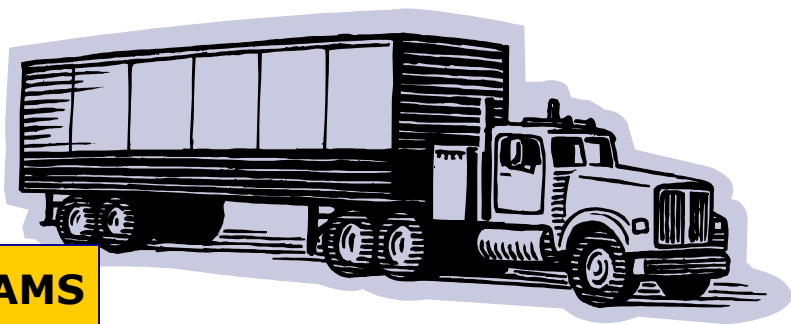


# National

## EQUIPMENT LEASING



### OWNER/OPERATOR PROGRAMS

This is a summary on the type of programs *National* can provide to owner/operators around the country. *National* has four different programs where customers can be placed, based on their needs and credit profiles. *National*, also has a couple sources for fleet deals as well.

If you are interested in program four our "Challenged Credit Program", please either call or request more literature. There are many issues that both the dealer and the customer need to be aware of when working with this program.

### Program One

#### **SUMMARY:**

This is our main program for owner/operators throughout the 48 contingent states. The program will look at A credit and some B credit if the deal makes sense. This particular program will also do start up owner/operators with good credit and have at least 10 years of over the road driving experience.

#### **REQUIREMENTS:**

- Needs to be a homeowner.
- Will look a lower credit score down around 600, but the credit needs to be pretty clean.
- Revolving balances need to be around \$25K or lower.
- Customers must be able to read and speak English.
- On tractor deals equipment needs to be a six years or newer, and must have less the 650,000 miles.

#### **INFORMATION NEEDED:**

##### **Equipment \$29K or Less**

- Filled out credit application
- Personal financial statement
- Mortgage/spouse information
- Specification sheet and purchase order

##### **Equipment \$30K to \$39K**

- All of the above information
- One year tax return (personal and corporate if applicable)
- Three months bank statements

##### **Equipment \$40K to \$60K**

- All of the above information
- Will need two years tax returns (personal and Corporate if applicable)
- Interim financials if applicable

### Program Two

#### **SUMMARY:**

This program is our secondary level primarily for customer that do not own a home, or have some scared credit. They will also do older units if they book out. Because this program deals with harder credit it will take longer to get a credit decision back.

#### **REQUIREMENTS**

- Two years in business, will do startups on a case to case basis.
- Will only finance up to \$25,000.00

#### **INFORMATION NEEDED:**

- Filled out credit application
- Personal financial statement
- Three months bank statements
- Haul reference
- Most recent tax return on both the customer and business
- Specs on equipment and purchase order

**Program Three** — This is our "Credit Challenged" program designed to work with those who have marginal credit. Please call for details on this program, it is very involved and will not work for many customers and/or dealers.

#### **National Equipment Leasing**

9801 Fall Creek Road #342—Indianapolis IN 46256

Tel: (317) 823-0447—Fax: (317) 823-0474

Toll: (888) 613.9797—www.nationalequipmentleasing.com