

# PROGRAM GUIDELINES



## HIGHLIGHTS

Experience Seamless Digital-First Auto Lending!

- 2-4% Dealer Flats on Every Deal, 100% of the power flat staying with the dealer.
- Guaranteed Backend on every deal. Average approved BE of \$3,000. <sup>1</sup>
- Total Backend up to \$10,000 if it fits within the LTV. <sup>2</sup>
- Manufacturer and qualified dealer certified pre-owned programs are eligible for an additional \$1,000 book value under our CPO Pricing.
- We offer a fully digital, transactional "Lite Agreement" for up to 3 deals before a Full Agreement is required. Any authorized representative of the dealership may sign our Lite Agreement.
- 72 month term available on all approvals.

1) State product maximums apply.  
2) Assumes book value of at least \$17,000.

## PROGRAM OVERVIEW

<b>Vantage Score</b>	As low as 400
<b>PTI up to</b> <sup>3</sup>	20%
<b>DTI up to</b> <sup>3</sup>	80%
<b>LTV up to</b> <sup>4</sup>	150%
<b>Term</b>	48 - 72 Months
<b>Amount Financed from</b>	\$7,500 - \$70,000
<b>Down payment as low as</b> <sup>5</sup>	\$0
<b>Vehicles up to</b>	140k miles 12 Years Old
<b>Minimum Income</b>	\$1,750 Single \$2,000 Joint
<b>Acquisition Fee as low as</b> <sup>6</sup>	\$0
<b>Contract Fee</b>	See Callback
<b>Dealer Flats</b> <sup>7</sup>	Minimum 2-4%

- 3) Based on credit tier.  
4) Includes TT&L and any applicable back-end.  
5) Zero down payment possible on some tiers and structures.  
6) Zero acquisition fee possible on some tiers and structures.  
7) Dealer Flat % based on credit tier.

## BACKEND

<b>Min Guaranteed BE</b> <sup>8</sup>	15% up to \$2,500
<b>VSC</b> <sup>9</sup>	20% up to \$6,000
<b>Other BE</b>	5% up to \$2500
<b>GAP</b> <sup>10</sup>	Lesser of \$1,500 or state max
<b>BE Pricing</b>	Fixed pricing up to 20%
<b>Total BE</b> <sup>11</sup>	30% up to \$10,000

- 8) \$1500 Guaranteed BE for book values <10K.  
9) Minimum Service Contract term 2 years, 24k miles.  
10) Minimum FE LTV 70% for GAP or State Requirement.  
11) See backend product requirements under funding guidelines.  
12) All percentages are based on vehicle book value.

## LIENHOLDER ADDRESSES

### Title/Insurance/VSC

GoFi, LLC  
PO BOX 29002  
Phoenix, AZ 85038

### Payoffs

Lockbox Services  
Bridgcrest-Box 842695  
El Monte, CA 91731

### FedEx

GoFi, LLC  
Suite #2181  
4054 Willow Lake Blvd  
Memphis, TN 38153

### UPS/USPS

GoFi, LLC  
Suite #2181  
4054 Willow Lake Blvd  
Memphis, TN 38118

## WHAT TO AVOID

- Currently 60+ DPD on open auto
- Repossessions in the past 12 month
- Open bankruptcies
- Dismissed bankruptcies in the past 24 months
- Individual Tax ID Number (must have valid SSN)
- Commercial use including rideshare

## Questions?

Dealers: 469-949-6205

Customer Interview: 469-949-6206

Email: [dealers@go-fi.com](mailto:dealers@go-fi.com) OR [funding@go-fi.com](mailto:funding@go-fi.com)

Website: <https://www.go-fi.com/dealer-showroom>

All Terms Subject to Change.

## VEHICLE

### Vehicle Valuation

#### Regional Usage:

- **KBB** used for dealers in
  - Arizona,
  - California,
  - Colorado,
  - Idaho,
  - Montana,
  - New Mexico,
  - Nevada,
  - Oregon,
  - Utah,
  - Washington, and
  - Wyoming.
- **JD Power** used for dealers in all other eligible states

#### Used:

- JD Power Clean Trade
- KBB Lender/Wholesale

#### Current Year Used:

- Like-Invoice from OEM required if not in Book
- Invoice up to or equal to 5,000 miles and no negative adjustments
- Untitled previous year will require an invoice



### Ineligible Vehicles:

- Rideshare
- Delivery services
- Taxis
- Exotics
- Modified
- Grey market
- Commercial vehicle or use
- Salvage
- Branded title
- Remanufactured title
- Manufacturer buybacks
- Vehicles not listed in NADA/JD Power or KBB
- Vehicles reported to have severe structural damage



## DEAL

### Special Employment Guidelines

- Minimum job time 90 days for self-employed
- Minimum job time 6 months for second job
- Submitting dealership employees are not eligible

### Down Payment Requirements

- Deferred down only acceptable in CA
  - Must be itemized on RIC
- No credit cards
- No hold checks
- No borrowed funds

### Income Guidelines

All income must be expected to last more than six months; additional stipulations may be required

### W-2 Employees

- Most Recent Paystub: Pay date within the last 30 days of the contract date

### Social Security Income

- Acceptable with copy of current year award letter OR copy of current bank statement showing deposits

### Self - Employment

- May be acceptable with most recent 90 days of personal bank statements OR 2 years of professionally prepared tax returns

## PURCHASE

### Approvals

- Applications expire 30 days after submission

### Funding Checklist

- A completed funding checklist and stipulations may be required for funding.

### Contracts

- We accept most LAW and Bankers System contracts (must be simple interest)
- Must have signed arbitration clause

### Identify Verification

- Must have valid Social Security Number (no ITIN)

### Payment Date

- All payments must be set 30-45 days from the contract date

### Proof of Residence

- Physical street address required for all applicants
- PO Box is NOT accepted
- Recurring bill dated within 30 days of contract date in applicant (and co-applicant, if applicable) name
- Reservation address will accept letter from tribal council or housing authority
- Must have permanent residence

### Insurance

- Vehicle must be listed on policy and GoFi must be listed as Loss Payee
- Comprehensive and Collision required, maximum deductible \$1,000
- Insurance expiration date must be later than 30 days from contract date

### GAP

- Eligible on front-end LTV greater of 70% or state minimum
- LTV must not exceed GAP policy

### Extended Service Contracts

- 2 year/24,000 miles term minimum

## PROCESS