

## Auto Assets Seller Survey

Company Name	
Completed By	

### Company Information

1. When was the company established?	
2. How many dealerships does the company have or do business with?	
3. In which states does the company currently finance?	
4. How many accounts are currently active on the company's portfolio?	
5. What is the current principal balance of the company's portfolio?	
6. How much of the current portfolio is available for sale?	
7. Why is the company pursuing the sale of accounts?	
8. Has the company sold before?	
a. If so, to whom?	
9. Have all accounts with mechanical problems, insurance losses, refusals to pay, cease and desist orders, pending warranty claims, GAP claims, or Credit Life and Disability claims been removed from the portfolio for sale?	
10. Have all customers received their license plates in the portfolio for sale?	
11. What is the company's average monthly delinquency?	
12. What interest type is originated? Simple interest or pre-computed?	
13. Are the notes and/or titles pledged to someone else?	
a. If yes, to whom are they pledged?	
14. Is insurance verified after loan origination?	
a. If so, what action is taken on accounts with lapsed insurance?	

15. Who is currently collecting the accounts?	
16. What is the company's Legal Name?	
17. What is the company's State of Incorporation or Organization?	
18. Notices	
a. Company's Fax Number	
b. Company's Phone Number	
c. Authorized Agent Name	
d. Authorized Agent Title	
e. Company's Street Address	
f. Company's City, State, & Zip	

**Origination Platform**

1. Customer Information	
a. Is Home Address required?	
b. Is Home Phone Number required?	
c. Is Employer Address required?	
d. Is Employer Phone Number required?	
e. Is Cellular/Mobile Phone Number required?	
f. What other information is required (if any)?	
g. Is information supplied by customer verified?	
2. Customer References	
a. How many references are required (if any)?	
b. What information is required for the references?	
c. Is information verified?	

3. Income	
a. How is income verified? Paystubs, W-2, etc.	
b. How is income calculated? Hourly rate, YTD income, etc.	
c. Are overtime, gratuities, commission, etc. included in calculation?	
d. Is the Payment to Income % calculated?	
e. What is the maximum PTI % allowed for approval?	
4. Employment	
a. Is employment verified?	
b. If so, how is employment verified? Pay Stub, contact with HR, etc.	
c. Are certain professions avoided?	
d. What is the minimum length of employment required for approval?	
5. Debt to Income	
a. Is Debt to Income calculated?	
b. What debts are considered?	
c. What is the maximum DTI % allowed for approval?	
6. Credit Bureaus	
a. Are credit reports pulled for Buyers and/or Co-Buyers?	
b. Are credit scores pulled?	
c. Are there credit restrictions?	
d. Does the company report to any of the 3 major credit bureaus?	
(1) if so, which one(s)?	

7. Down Payment Amount	
a. Is there a minimum down payment amount required?	
b. Is down payment required based on a flat amount? \$500, \$1000, etc.	
(1) If yes, what is the requirement?	
c. Is down payment required based on percentage of amount financed?	
(1) If yes, what is the requirement?	
d. Are deferred down payments offered?	
(1) If so, what is the policy?	
8. Vehicle	
a. Are there restrictions based on vehicle age?	
(1) If yes, what is the maximum?	
b. Are there restrictions based on mileage?	
(1) If yes, what is the maximum?	
c. Are there restrictions based on make or model?	
(1) If yes, list makes and models that are not approved.	
9. Loan to Value	
a. Are there any loan to value restrictions?	
10. GPS/Starter Interrupt Devices	
a. Are GPS and/or Starter Interrupt Devices used on vehicles?	
(1) If so, which on(s)?	
b. Which company(s) are used for the devices?	
c. What determines whether a vehicle is equipped with a device?	

d. What is the length of service that has been paid for?	
e. Is the GPS device part of the original contract or separate agreement?	
11. Additional Products	
a. Warranty? If so, list companies.	
b. GAP? If so, list companies.	
c. Credit Life? If so, list companies.	
d. Disability, If so, list companies.	

### Collection Policies

1. On which day of delinquency is the customer contacted?	
a. How is the customer contacted? Dialer? Agent?	
2. With GPS, on which day of delinquency is the vehicle located?	
a. What action is taken?	
3. With Starter Interrupt, on which day of delinquency is the vehicle disabled?	
a. What action is taken?	
4. At what point is the vehicle put out for repossession?	
5. How are requests for extensions and/or deferments handled?	
6. How are requests for due date changes handled?	
7. Are partial payments accepted?	
a. If yes, what percentage of the payment is required to roll the due date?	
8. Are there any additional fees? Late fees, NSF fees, storage fees, etc.?	
9. Is there a grace period? If so, how many days?	
10. Are statements or payment coupons used?	

11. What types of payment methods are accepted?	
a. Cash?	
b. Checks?	
c. Western Union?	
d. Money Gram?	
e. Debit Card by phone?	
f. Credit Card by phone?	
g. ACH by phone?	
h. Automatic ACH?	
i. Online payment capabilities?	
j. Other?	

### Due Diligence

1. Are all documents in the customer's file?	
2. Are all files ready to be reviewed?	
3. Are origination documents scanned?	
4. Are collateral documents filed separately or with origination documents?	
5. Are you willing to ship files to the buyer for due diligence?	

### Licensing and Compliance

1. What sales finance or banking licenses do you hold?	
2. What debt collector or servicing licenses do you hold?	
3. What are your compliance and training programs?	
4. Do you have litigation tracking, compliant tracking, and an AML policy?	
5. Do you have internal or external audits?	
a. If so, how frequently and by whom?	
6. Do you have written loan policy, servicing policy, privacy policy and a capital adequacy policy?	
7. Do you use call monitoring?	