



Perspective On Leasing...

A Different

Our Guarantee

We are proud of the quality of our staff and we are committed to consistently provide our vendors with the highest level of service.

- Completed credit application
- Description & cost of equipment to be leased
- Personal financial statement or list of collateral

After this information is complete, we will schedule an interview with the customer where an approval decision will be made at the end of the interview.

Our Process

Our Process is streamlined to facilitate deal approvals within 24 hours of receiving an application.

In order to approve a deal, we need:

Our Customers

Dakota Financial is an asset-based direct funding source. Our nationwide programs are specifically designed to provide funding for customers that have:

- Bankruptcies
- Tax Liens
- Judgments
- Repossessions
- Slow Pays

Our Slogan

"We approve deals that others reject—every day."

Nationwide, is a proud member of the equipment leasing community.



Lease Credit Application

Legal Name of Business:		Tax Id #:	
Address:		City:	
		State:	Zip:
Phone:	Fax:	Date Est.:	

Owners Name:	Position:	Home Phone:	Cell Phone:
Home Address:		City/State:	Zip:
How Long at Current Address:		Birth Date:	Email:
Social Security #:		Name of Spouse:	

BANK REFERENCE

Name of Bank:	Phone:
Contact:	Account(s) #:

INSURANCE INFORMATION

Name of Insurance Agent:	Phone #:
Address:	City/State: Zip:
Policy # :	Date Expires:

WORK REFERENCES

List the Hauling Company/Brokers for Whom You Currently Drive Or List Your Two Largest Customers

Name:	Contact:	Phone:
Name:	Contact:	Phone:

EQUIPMENT/ VEHICLE VENDOR INFORMATION

Equipment/Vehicle to be Leased:	Price:
Equipment/Vehicle to be Leased:	Price:
Equipment/Vehicle to be Leased:	Price:
Vendor/Sellor:	Contact Person:
Address:	City/State: Zip:

Applicant authorizes Nationwide Loan Experts, Inc. to carry on a complete credit investigation of applicant and the principals as Nationwide deems necessary to process this application. Furthermore, by signing below you certify that the statements above and on any attachments are true and complete as of the date given below.

Signature: _____ Date: _____



*Lease Credit Application
Personal Financial Statement*

INCOME

Last Year Gross:	Average Monthly Gross:
Last Year Net:	Average Monthly Net:

OTHER MONTHLY EXPENSES

CASH ON HAND

Insurance:	Amt. In Personal Checking Act.:
Number of Employees:	Amt. In Personal Savings Acct.:
Payroll:	Amt. In Business Acct.:
Repairs/ Maintenance:	Stocks/Bonds/Mutual Funds:

ASSETS/LIABILITIES

	Description (Auto/Equipment: Make/Model; Home: Address)	Date Purchased	Purchase Price	Market Value	Amount Owed	Monthly Payment
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						



Program Guidelines

Nationwide Loan Experts, Inc. DEALS REQUIRE:

- Deal size between \$10,000 and \$250,000
- 1:1 additional collateral—in equipment and/or real estate
- Home ownership on deals over \$35K

TYPICAL EQUIPMENT WE FUND:

TRUCKS & TRAILERS

YELLOW IRON

LOGGING EQUIPMENT

BUSES & LIMOS

MACHINE TOOLS

DEALS WE STRUCTURE INCLUDE:

Sale-Leasebacks

Working Capital

Slow Pays

Private Party Sales

Owner/Operator Trucks

Tax Liens & Judgments

Start-Ups

Prior Bankruptcies

Repossessions

Nationwide Loan Experts, Inc. PROGRAMS:

We offer 3 different rate programs based on a customer's TransUnion credit score.

Nationwide Loan Experts, Inc Premium Program—660+: If a customer has a credit score above 660, they will be eligible for the Premium program with available terms ranging from 30 to 60 months and a no-penalty early payoff option.

Nationwide Loan Experts, Inc Plus Program—620-660: If a customer has a credit score between 620 and 660, they will be eligible for the Plus program with available terms ranging from 30 to 60 months and a significant early payoff discount after one year.

Nationwide Loan Experts, Inc Primary Program—below 620: If a customer has a credit score below 620, they will be eligible for the Primary program with available terms ranging from 30 to 60 months and a significant early payoff discount after 9 months.



Key Selling Points

Nationwide's leasing programs are a great fit for many C & D credit customer's leasing needs.

➤ **Fast Funding**

Need equipment ASAP? We can approve deals in less than 24 hours and fund within 24 hours of receiving all completed documentation. Our average deal takes 5 days from submission through funding.

➤ **Application Only + Collateral List**

Every Nationwide deal requires only an application with a collateral list to get started. Plus, the application can be any standard leasing application—we do not require you to re-write information onto our forms. The collateral list need only have the details of the lessee's assets and potential collateral; this can be in the form of a PFS, a facilities list, or even a note jotted on notebook paper.

➤ **No Security Deposit**

Nationwide does not require a security deposit when adequate additional collateral is available to secure the transaction. Only if a lessee is short on collateral do we ask for a security deposit to bridge any gap. If a security deposit is paid, the lessee's payments will be calculated from the net amount funded on the transaction (equipment cost less security deposit), significantly lowering their monthly payment, and we will not collect the first payment in advance.

➤ **Low Up Front Costs**

Lessees only pay our documentation fee & 1st month in advance. If it's a real estate deal, we also ask for a deposit that will be credited towards the first payment. We never charge last payment or interim rent.

➤ **We Do the Documentation**

We expedite all leases by completing all our own lease docs, ordering all inspections, title work, appraisals, etc., leaving you more time to concentrate on helping the lessee collect other records necessary to complete the transaction.

➤ **Flexible Payment Options**

Need seasonal payments? Skip payments? We will structure the lease to meet your customer's payment needs.

➤ **Substantial Early Payoff Discounts**

Payoff Primary and Plus program leases after 9 and 12 months, respectively, and receive substantial discounts, up to 47% off total lease payments.

➤ **We are Tough Credit Specialist**

We understand that many C & D credit customers become uncomfortable when their credit history is scrutinized. We work with these customers every day and we treat all of them with respect, regardless of their credit score.



“Do you have additional collateral?”

Compare	Nationwide Loan Experts, Inc. Plus Program	Other C-Credit Funding Source
Deal Size	\$35,000	\$35,000
Term	36 Months	36 Months
Estimated Monthly Payment	\$1,800	\$1,869
Security Deposit	\$0	\$3738 (two payments)
Interim Rent	\$0	\$1869 (one month)
Doc/ Inspection Fees	\$450	\$200
Additional Collateral	Yes	No
Estimated Early Payoff (after 12 Months)	\$31,034	\$41,315
Total Up Front Costs	\$2,250 (1st payment + fees)	\$5,807
Total Out of Pocket (12 payments + Up Front + Payoff)	\$52,634	\$69,550
Lessee Total Savings	\$16,916	

Give your customer every chance to save money. Just ask, “Do you have additional collateral to secure this transaction?” If the answer is “Yes,” chances are you can save your lessee thousands of dollars over the term of the lease by sending the deal to Nationwide Loan Experts, Inc.. Contact Reza Namvar, Vice President of Vendor Sales at 858-677-5626 x 306 Office and 619-806-5626 Cell.



Recently Funded Transactions

Client #1

Credit Score: 499
Homeowner: Yes
Equipment: 1999 Hyundai 450 Excavator

Equipment Cost: \$77,323.50
Security Deposit: NONE
Amount Funded: \$77,323.50

Additional Collateral: 2000 Halla HC-290E Loader worth \$80,000

General Comments: This client had a low credit score due to a history of late and slow pays. The client also had a very small amount of cash-on-hand, limiting the ability to put down a security deposit. Due to the strength of the collateral, Nationwide was able to approve this transaction without requiring any security deposit.

Client #2

Credit Score: 593
Homeowner: Yes
Equipment: 2003 Caterpillar 322CL Excavator

Equipment Cost: \$122,181.90
Security Deposit: \$15,000.00
Amount Funded: \$107,181.90

Additional Collateral: 2000 Link-Belt 3900 Excavator worth \$70,000; 1999 Bomag BW-213D-3 Roller worth \$50,000

General Comments: This client had over 100K in tax liens. Because the tax liens were personal, and the client's business owned equipment that we could use for collateral, Nationwide was able to structure the transaction so that the tax liens did not affect our interest in the equipment.

Client #3

Credit Score: 579
Homeowner: Yes
Equipment: 2001 Freightliner Classic XL

Equipment Cost: \$24,500.00
Security Deposit: \$3,700.00
Amount Funded: \$20,800.00

Additional Collateral: NONE

General Comments: This client had a truck that was financed by another leasing company. At the end of the term, the lessee did not have sufficient cash to make the purchase option. Nationwide was able to structure a deal to purchase the vehicle from the other leasing company. Since the value of the truck was more than double the amount needed for the purchase option, no additional collateral was required.

Client #4

Credit Score: 529
Homeowner: Yes
Equipment: 3 Used Refrigerated Trailers

Equipment Cost: \$56,500.00
Security Deposit: \$13,500.00
Amount Funded: \$43,000.00

Additional Collateral: Real Estate worth \$370,000 with 205,000 owed

General Comments: This client had several delinquent accounts, over \$12,000.00 in payments past due, multiple repossessions, and lots of credit card debt. With the client's wife pledging her house, there was just enough collateral to fund the deal. The client chose to put down an additional security deposit in order to lower his monthly payments.

Client #5

Credit Score: 477
Homeowner: Yes
Equipment: Sale-leaseback on a 1981 MCI Crusader Bus

Equipment Cost: \$15,664.94
Security Deposit: NONE
Amount Funded: \$15,664.96

Additional Collateral: Real estate worth \$180,000 with \$110,000 owed

General Comments: This client had major credit challenges with multiple collections and no record of having paid even a single bill on time. Fortunately, this client's mother was willing to put up her condo as collateral. The equity in the condo was more than enough to meet Nationwide's additional collateral requirement, so a security deposit was not required.

Client #6

Credit Score: 601
Homeowner: Yes
Equipment: Komatsu PC70 Excavator

Equipment Cost: \$38,500.00
Security Deposit: \$14,600.00 (Trade-In)
Amount Funded: \$23,900.00

Additional Collateral: 1993 International Flatbed Truck worth \$13,000

General Comments: This transaction was high-risk because the value of the equipment being funded plus the additional collateral did not meet Nationwide's requirements. Also, the client, living in his parents' house, was not deeded as an actual owner. By installing GPS tracking devices in the newly leased and collateralized equipment, we were able to mitigate the risk.



Collateral Guidelines

Nationwide Loan Experts, Inc. is an asset-based funding source. Every deal we fund must be structured with hard assets as collateral. We will fund any type of equipment as long as the collateral meets the guidelines stated below.

Hard Assets:

Trucks, Trailers, Loaders, Excavators, Yellow Iron, Rolling Stock, Logging Equipment, Machine Tools, Real Estate

Soft Assets:

Office Equipment, Medical Equipment, Tanning Beds, Woodworking Equipment, Technology Equipment, Printing Equipment, Security Systems, Tow Trucks*, Bucket Trucks*, Farm Equipment*

Funding Hard Assets:

Nationwide Loan Experts, Inc requires a 2:1 equity position in hard assets with all transactions. When we fund transactions for hard assets, 1:1 additional collateral is required. By adding the actual value of the equipment being funded with the value of the hard asset additional collateral, the required 2:1 equity position is attained.

For example, if we were funding a dump truck for \$50K, we would need an additional \$50K in hard asset collateral. Because the dump truck itself is a hard asset worth \$50K and we structure an additional \$50K in hard asset collateral, we would have a total value of \$100K in hard assets to be used as collateral for a \$50K funding, thus a 2:1 equity position.

Funding Soft Assets:

Although Nationwide also funds transactions that involve soft assets, a 2:1 equity position in hard assets is still required.

For example, if we were funding \$50K of tanning beds, a soft asset, we would value the tanning beds at \$0. In order to maintain our 2:1 equity position in hard assets, we would need \$100K in additional hard asset collateral. In total, we would have \$100K in hard assets to be used as collateral for a \$50k funding, thus a 2:1 equity position.

Hard Asset Minimum Values:

Although we do not have age restrictions on hard assets, we do have minimum value restrictions. A single piece of equipment is an acceptable hard asset only if it is worth a minimum of \$10K. Real Estate is an acceptable hard asset only if the appraised value is a minimum of \$50K.



Real Estate Equity as Collateral:

Nationwide Loan Experts, Inc takes 70% of the appraised value of a piece of real estate and then subtracts any amount owed from all liens and encumbrances. The difference between 70% of the appraised value and the total amount owed against a property is the real estate equity available for collateral. Assuming sufficient equity exists in the real estate to meet the collateral requirements of a given transaction, the seniority of Nationwide Loan Experts, Inc's lien has no relevance. We will take a second, third, or even fourth lien position. In those circumstances that the real estate in question is raw land, Nationwide Loan Experts, Inc takes only 50% of the appraised value and then subtracts any amount owed from all liens and encumbrances. The difference between 50% of the appraised value and the total amount owed against the property is the real estate equity available for collateral.

* Tow Trucks, Bucket Trucks, and Farm Equipment are restricted assets. Although these are generally considered hard assets, we only enter into transactions with this equipment if it is collateralized in the same manner as other soft assets.