

DEALER TIPS



NORTHLAKE

Prepared for Dealer Partners of
Northlake Financial (NLF)

01.

INSTALL & DELIVERY, DEALER ADMIN, LICENSING

These fields count towards your front-end LTV. They are capped at **\$1000 Admin, \$1000 I & D, and \$300 Licensing.**

02.

OTHER TAXABLE / NON-TAXABLE

The Other Non-Taxable field is reserved for **GPS applications ONLY**. NLF does not permit the use of the Other Taxable field for any other product or service. The appropriate **A/H, Life Insurance, or Warranty** fields must be used for back-end products.

03.

TERM STRETCHES

Analysts are happy to consider your application for a **6-month stretch at max**. We are unable to offer a 12-month stretch or stretches beyond our booking guide. NLF does not currently offer a 30 or 42-month term.

04.

RATE BREAKS & TIER BUMPS

Rate break and Tier bump considerations are based on many statistical factors. We appreciate the opportunity to win your deals and can make these exceptions with satisfactory rationale. Current **market conditions affect both dealers and lenders** and we cannot always accommodate your request.

05.

PAYMENT STRETCHES

A payment stretch will **only be considered once income has been verified**. Requests made before that time will be denied without an exception from management.

06.

LTV

NLF uses the regional, daily **Canadian Black Book value** and we are unable to grant **any exceptions over and above our current LTV guidelines**. We are happy to assist with structure wherever we can.



Location
49 High Street, 3rd Floor
Barrie, ON, Canada. L4N 5J4

Phone Number
1-888-652-5320
Credit Extension #6101

Business Hours
Mon - Fri: 8AM - 9PM EST
Sat: 9AM - 6PM EST

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07.

PAYMENT DEFERRALS

We do **not offer payment deferrals** on our programs. Please ensure your **contract and first payment dates** are entered correctly to avoid printing difficulties.

08.

P.O. BOX & UNVERIFIABLE ADDRESSES

Please note that NLF cannot fund any deal where the civic address is not verifiable **unless a GPS unit has been installed** at the discretion of the credit department.

09.

PRINTING

Ensure a **VIN number** was entered along with any **identification details, references** and applicant **email addresses** before finalizing and printing a loan contract. Incorrect payment dates or Tier selections may also cause printing issues.

10.

DOCUMENTS

Send all files to documents@northlakefinancial.ca

11.

CARFAX CLAIMS

Carfax exception requests must be directed to our **funding department** at funding@northlakefinancial.ca

12.

RETURNING CUSTOMERS

Existing NLF customer must be **currently in good standing** to be reconsidered for financing. Please have applicants contact **Customer Service** to obtain their buyout. The credit department cannot provide this information. Contact **1-888-652-5320 #6200** or customerservice@northlakefinancial.ca

13.

BACK-END ALLOWANCES/CAPS

Total backend product allowance is **40% of Black Book** value and **20% for U-Drive**.

Combination of warranty, A/H, Life etc.

1-Year Warranty = **\$1500**

2-Year Warranty = **\$2500**

3-Year Warranty = **\$5000**

Over 2-Year Warranty = Up to max of **40% Black Book**
Less any other products

GAP = **\$2500** and must be **full term** of loan



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