CHRYSLER

C A P I T A L.



These documents are for sample purposes only and are subject to change. For the most updated versions of Chrysler Capital documents, please visit the Chrysler Capital Dealer Website via DealerCONNECT.



Prospecting and retaining commercial customers can be a significant challenge for any dealership – one that can fade over time, or separate altogether, if not serviced properly. Choosing the right lending partner, one that specializes in commercial financing, is the key to long-term success in building a commercial portfolio.

Chrysler Capital Commercial Services provides a full suite of commercial financing products with competitive and straightforward solutions specific to the needs of your business customers.

Our commercial team can help you choose the product that meets the specific needs of your commercial customers and helps you close more commercial deals.

Chrysler Capital Commercial Services overview:

- » Commercial sales managers, underwriters and dedicated funding analysts that are industry experts
- » Efficient credit process credit decisions in 30 minutes or less
- » Flexible business finance programs including incentivized and standard rates, business lease and TRAC lease products
- » Supports both new and used vehicle departments
- » Financing for most upfits
- » Business-name-only and third-party guarantor are available, providing multiple ways for customers to finance vehicles
- » Commercial Credit Lines give customers the ability to purchase multiple vehicles
- » Keep customer financing with you by reducing their personal liability or helping build business credit and buying power

TABLE OF CONTENTS

Chrysler Capital Commercial Contact List	4
Getting Started with Business Applications	5
Business Credit Application	6
Third-Party Guarantor	9
Notice to CoSigner	13
Corporate Resolution	14
Notarized Identity Verification for Business-Name-Only Contracts	18
Commercial Credit Line	19
TRAC Lease - Submitting and Overview	23





Hours of operation for the Chrysler Capital Commercial Buying Center are 8 a.m. to 8 p.m. CT, with extended hours for select key events (Fast Start, month-end, etc.).

COMMERCIAL UNDERWRITING	COMMERCIAL FUNDING
855.541.7744	855.976.9766
commercialcredit@chryslercapital.com	${f commercial funding@chrysler capital.com}$

DEALER ADVOCACY	CUSTOMER SERVICE
855.541.7746	855.563.5635

COMMERCIAL CONTACT INFORMATION				
NAME	POSITION	REGION	PHONE	EMAIL
Brian De Leo	Vice President of Commercial	Corporate	214.693.6426	bdeleo@chryslercapital.com
Dawn Garrett	Commercial Underwriting Manager	Corporate	214.452.5815	dgarrett@chryslercapital.com
Mike Leeper	Sr. Underwriter	Corporate	214.452.5817	mleeper@chryslercapital.com

COMMERCIAL SALES MANAGERS				
NAME	REGION	CELL PHONE	EMAIL	
Steve Brioux	California and West	480.686.5231	sbrioux@chryslercapital.com	
Cole Shisler	Denver	720.249.7789	jshisler@chryslercapital.com	
Rick Shomo	Great Lakes	313.310.2635	rshomo@chryslercapital.com	
Beth Roth	Mid-Atlantic	410.504.3137	mroth@chryslercapital.com	
Dick VandenHeuvel	Midwest	414.702.2869	rvandenheuvel@chryslercapital.com	
Laura Thomas	Northeast	585.364.4922	lauthomas@chryslercapital.com	
Isi Sahman	Southeast	407.446.4351	isahman@chryslercapital.com	
April G. Atkins	Southwest	469.203.0357	agatkins@chryslercapital.com	

COMMERCIAL UNDERWRITERS				
NAME	DIRECT PHONE	EMAIL		
Royshall Perkins	214.452.5826	rperkins@chryslercapital.com		
Randy Jay	469.718.3116	rjay@chryslercapital.com		
Gary Sneed	469.718.3150	gasneed@chryslercapital.com		
Tommy Staples	214.452.5722	tstaples@chryslercapital.com		
Imelda Prado	214.452.7034	iprado@chryslercapital.com		
Reginald Jones	469.718.3106	regijones@chryslercapital.com		
Nick Goodman	469.317.6498	ngoodman@chryslercapital.com		
Sonja Dotson	214.452.5758	sdotson@chryslercapital.com		
Alexis Green	214.452.5837	dagreen@chryslercapital.com		

GETTING STARTED WITH BUSINESS APPLICATIONS

Create more opportunity

Unlike consumer credit applications, commercial bureaus use the business name and address, not the tax ID number only. This makes getting the correct information crucial.

To start, the following information is needed:

- » Legal business name
- » Correct address
- » Tax ID
- » Business phone number

Doing some upfront research and asking the business owner the right questions will assure the commercial credit team will have the best information to expedite the credit application review process, allowing a quicker turn-around time for the credit decision.

Tip 1: Gathering accurate information

- » Ask questions! Does the company have multiple locations and/or an address in any other state?
- » Validate and verify the business information. Use the Secretary of State (SOS) website (www.coordinatedlegal.com/SecretaryOfState) to locate additional business information.

Tip 2: Submitting the application

- "You can submit the information multiple ways. Commercial applications don't duplicate so submit the application as business-name-only first and then immediately follow with an application reflecting the business name and guarantor information. This provides a choice for contracting and the best rate options for your business customers.
- » Enter additional information found in the notes section in RouteOne or Dealertrack. If the business has multiple addresses, then alternate information should be listed. For example: "Home office address: 1819 School Dr. Orlando, FL 32820" "Subsidiary or name change: ABC Plumbing INC."

DON'T MISS DEALS!

In the example below, the declines could have been avoided by checking the SOS website and sending the correct spelling in the notes section.

12345678	CDJR	Declined ↓	ABC PLUMBING	9,800	APPLICANT NAME	761
12345679	CDJR	Declined ↓	A.B.C. PLUMBING	9,800	APPLICANT NAME	761
12345682	CDJR	Approval 🛉	ABC PLUMBING INC	9,800	APPLICANT NAME	761

BUSINESS CREDIT APPLICATION

The business credit application is specifically designed to assist in capturing pertinent information that the commercial credit underwriter needs to efficiently review and decision the credit application.

Business Credit Application at a Glance

- » One-source document
- » Contains all pertinent customer information
- » Retain document for future sales opportunities
- » Faster approval time with complete information provided upfront
- » Captures customer's current and future fleet needs
- » Always try to obtain company and coapplicant information

All the commercial forms can be accessed and downloaded from DealerCONNECT > Chrysler Capital > Chrysler Capital Dealer Website > Docs & Training > Commercial/Small Business Section

Section A: Dealer Information

- » Know your producer
- » Enhance transition from sales to finance
- » Commercial salesperson's contact info is necessary if additional information is needed

A. Dealer Information

Dealer Name	Phone #	Contact Name
Friendly CDJR	(407) 333-3131	Larry Holden
Vendor ID #	Email Address	Fax #
1234	abaker@friendlycdjr.com	(407) 333-3000

Section B: Applicant Information

Providing the following complete information will ensure the best call and a quick credit decision:

- » Legal business name and correct address (verify information on SOS website www.coordinatedlegal.com/SecretaryOfState)
- » Tax ID
- » Business phone number for applicant
- » Cell phone number for business representative

B. Applicant Information

Company Name	Tax ID #	Contact Name
ABC Construction LLC	123-45-6789	John Smith
Company Address	Email Address	Phone #
400 Future Drive, Orlando, FL 32888	abcconstruction@aol.com	(407) 444-4444

Section E: 12-Month Delivery Forecast

Assessing the customer's fleet needs for the next 12-month period will assist the dealership in deciding on inventory allocation and also in determining the need for a commercial credit line for the customer.

E. 12-Month Delivery Forecast

Replacement Vehicles #2	Additional Vehicles #5	Average Vehicle Price \$24,000.00
Expected Delivery Date March 1, 2017		



Business Credit Application

A. Dealer Information

Dealer Name	Phone #	Contact Name
Friendly CDJR	(407) 333-3131	Larry Holden
Vendor ID #	Email Address	Fax #
1234	abaker@friendlycdjr.com	(407) 333-3000

B. Applicant Information

Company Name	Tax ID #	Contact Name
ABC Construction LLC	123-45-6789	John Smith
Company Address	Email Address	Phone #
400 Future Drive, Orlando, FL 32888	abcconstruction@aol.com	(407) 444-4444

C. Indicate Type of Business

☐ Sole Proprietorship	☐ Partnership	Corporation	☐ Other	Non-Profit Organization ☐ Yes	□ No
☐ Sole Proprietorship	Partnership	Corporation	□ Other	Non-Profit Organization	No

D. Co-applicant Information

Last Name		First Name		Middle	Initial	Social Securi	ty Number	Birth Da	nte
Smith	Smith John			m		000-00-0000		06/12/1970	
Address			Apt#/Suite#	P.O. Box	Rural Route	City		State	Zip
1234 Elm Street						Orlando		FL	32282
Home Phone	Cell Phone	Residential Status	5			How Long?	Rent/m	tg. Pmt.	
(407) 432-3432	(407) 655-4444	Homeowner	☐ Rent	☐ Rent ☐ Family		☐ Other	3 Yrs. 0 Mos.	\$ 1,800.	00
Email Address			Driver's Licens	e Number		Driver's License State		Time at	Prior Address
abcconstruction@	aol.com		xx-xxxxx-xxxxx			FLORIDA		1 Yrs. 0 Mos.	
Previous Full Ac	ldress (If less tha	n 2 years)	Apt #/Suite #	P.O. Box	Rural Route	City		State	Zip
1234 Oak Street						Orlando		FL	32533
Employer Name			1	mployment Type					
Owner of ABC Co	nstruction		☐ Employed	Employed 🛘 Unemployed 🖺 Self-Employed 🗖 Military 🗖 Retired 🗖 Student			Other		
Salary Type			Occupation Length of Emplo		-	Work Phone			
\$58,000.00			ually	Presiden and	Owner	13 Yrs. 5	Mos.	(407) 432-6464	
Previous Employer Name Previous Emp									
N/A ☐ Employed			□ Employed	Unemployed	☐ Self-Emple	oyed U Milita	ry U Retired L	Student	Other
Previous Occup	ation			Length of Employment Previous Work Phone					
N/A			Yrs	_Mos.	-				
Alimony, child support or separate maintenance income need not be revealed if you do not choose to have it considered as a basis for repaying this obligation.									
Other Income (monthly)			Source of Other Income						
Comments									
Confinents									

E. 12-Month Delivery Forecast

Replacement Vehicles #2	Additional Vehicles # _	5	Average Vehicle Price _	\$ 24,000.00
Expected Delivery Date March 1, 2017				

USA Patriot Act Notice -- IMPORTANT INFORMATION ABOUT NEW ACCOUNT PROCEDURES

To help the United States Government fight terrorism and money laundering, Federal Law requires us to obtain, verify and record information that identifies each business or entity, which opens an account or establishes a relationship. For you, this means: when you open an account or establish a relationship, we will ask for your business name, a street address and a tax identification number or other documents that will assist us to identify and verify your business. The undersigned applicant irrevocably and continuously authorizes Santander Consumer USA dba Chrysler Capital to obtain from and provide to third persons any and all types of information concerning the applicant, including, without limitation, credit, financial and business information.

Chrysler Capital is committed to Fair Lending and treating consumers, customers and vendors with the utmost respect and fairness. Under the Equal Credit Opportunity Act (ECOA), Chrysler Capital is prohibited from discriminating in any aspect of the credit transaction. Prohibited bases are: sex, marital status, race, color, religion, national origin, age (provided the applicant is of legal age), income derived from public assistance and the fact that the applicant has—in good faith—exercised any right under the Consumer Protection Act (i.e. the right to lodge a complaint). We recommend you make and retain a copy of our Privacy Policy.

Signed ABC Construction LLC	Date 01/01/2017	ABC Construction LLC
		Legal Name of Applicant
By John Smith	John Smith	President
Signature	Name	Title

CONFIDENTIAL, FOR SAMPLE PURPOSES ONLY.

THIS PAGE LEFT INTENTIONALLY BLANK

THIRD-PARTY GUARANTOR

When working with commercial customers, you may be asked the following questions:

- » How do I limit my personal liability if an employee-driver is involved in a traffic accident?
- » Will this purchase show up on my personal credit report?
- » Can I finance in my company's name and get tax advantages for my business?

To alleviate these concerns, you can offer your commercial customer the option of being a third-party guarantor. This solution allows customers to build their business credit history, minimize personal liability and take advantage of small business tax breaks.

Other lenders require business customers to be listed as a cobuyer. With Chrysler Capital Commercial, your customer has a choice – cobuyer or third-party guarantor. This allows you the opportunity to offer your customer a product that works best for them.

During the underwriting process, a commercial underwriter will review the company and the coapplicant's credit, but the contract and title will be solely in the business name. The only time Chrysler Capital would make a report to the owner's personal credit bureau is in the case of complete default of the contractual agreement.

Third-Party Guarantor at a Glance

- » Application is submitted in RouteOne or Dealertrack with business and coapplicant information
- » Minimizes the personal liability of the coapplicant; personal name is not on the title
- » Protects the guarantor by separating business from personal credit; debt will not appear in personal credit bureau
- » Not offered by all lenders

All commercial forms can be accessed and downloaded from DealerCONNECT > Chrysler Capital > Chrysler Capital Dealer Website > Docs & Training > Commercial/Small Business Section

Information Required to Fund

- » Must be submitted with Corporate Resolution, Notice to Cosigner and Third-Party Guaranty Form (retail or lease)
- » Business signature only required on contract
- » Buyer/Lessee signature should follow this example:

ABC Contractors, by **John Smith** - President



This Guaranty relates to the following Retail Installment Agreement:

THIRD PARTY GUARANTY (RETAIL)

Date of Sale (e.g. 01/01/2017) Date: Month/Day/Year Friendly CDJR Seller ABC Construction LLC Buyer 2017 Ram 2500 Goods Purchased 2C3CDXGJ1HHXXXXXX (Full VIN) Vehicle Identification Number (VIN) In consideration of the Dealership making the Retail Installment Contract described above, I hereby guarantee to the Seller, or any assignee of the Contract, payment of all payments required under the contract. I agree to pay on demand the full amount remaining unpaid if the Buyer (1) fails to pay any payment when it is due, or (2) breaks any of the agreements in the Contract, (3) if this debt is ever in default, that fact may become a part of my credit record. My liability shall not be affected by any settlement or extension of the Contract, or by any change to Contract terms caused by the discharge or release of the obligation of the Buyer or any other interested person, by operation of law or otherwise. this Guaranty; notices of the Buyer's non-payment, non performance, and default; and Date of signature ne, and of any demands upon the Buyer. Guaranty and received copies of the Retail Installment Contract described above and of this Guaranty on 01/01/2017 Date: Month/Day/Year **Holder** (Dealer Employee) Signature only, do not print If Guarantor is an Individual: John Smith Guarantor's Name (print) Guarantor's Signature



THIRD PARTY GUARANTY (LEASE)

This Guaranty relates to the following Lease Agreement ("Lease	")
Date of Sale (e.g. 01/01/2017) Dealership na	me
Date: Month/Day/Year	
Friendly CDJR	
Lessor (Dealership)	
ABC Construction LLC	
Lessee	
2017 Ram 2500	
Vehicle	
2C3CDXGJ1HHXXXXXX (Full VIN)	
Vehicle Identification Number (VIN)	
In consideration of the Lessor making the Lease described above agree to pay on demand the full amount remaining unpaid if the breaks any of the agreements in the Lease.	
I agree to pay when asked, even if other persons have guarantee of this Lease gives Lessee more time to pay, (2) Lessee is dischabiligations are otherwise modified, or (4) Lessor or any assigne or any other guarantors, (5) If this debt is ever in default, that fa	arged or released from the Lease obligations, (3) Lessee's e of the Lease does not exhaust its remedies against Lessee
I waive all requirements that I receive notice, including but not li of the amount owing at any time, (3) notice of the Lessee's nonany department of the Lessee's notice and the last of the Lessee's notice and the Lessee's	
01/01/2017	
Date: Month/Day/Year	
Larry Holder (Dealer Employee) Witness Signature	Signature only, do not print
If Guarantor is an Individual:	
John Smith	John Smith
Guarantor's Name (print)	Guarantor's Signature

THIS PAGE LEFT INTENTIONALLY BLANK



Application ID # 8999999

Notice to Cosigner

(NOT TO BE USED IN IOWA, NEW YORK, OR SOUTH CAROLINA)

You are being asked to guarantee this debt. Think carefully before you do. If the borrower doesn't pay the debt, you will have to. Be sure you can afford to pay if you have to, and that you want to accept this responsibility.

You may have to pay up to the full amount of the debt if the borrower does not pay. You may also have to pay late fees or collections costs, which increase this amount.

The creditor can collect this debt from you without first trying to collect from the borrower. The creditor can use the same collection methods against you that can be used against the borrower, such as suing you, garnishing your wages, etc. If this debt is ever in default, that fact may become a part of your credit record.

This notice is not the contract that makes you liable for the debt.

Cosigner Signature: <i>Yohn Smith</i>				
•				
Print Name: John Smith				
Date : January 12, 2017				

CERTIFIED COPY OF CORPORATE RESOLUTION

The Certified Copy of Corporate Resolution form (LLC, LLP, BOD) is required with all commercial transactions – purchase, business lease and TRAC lease contracts.

Corporate Resolution at a Glance

- » Select the applicable form for the entity
 - Certified Copy of Resolution of Limited Liability Company
 - Certified Copy of Resolution of Limited Partnership
 - Certified Copy of Resolution Board of Directors
- » The form must be completed in its entirety (no blanks), signed, witnessed and sent in with contract

All commercial forms can be accessed and downloaded from DealerCONNECT > Chrysler Capital > Chrysler Capital Dealer Website > Docs & Training > Commercial/Small Business Section



CERTIFIED COPY OF RESOLUTION OF LIMITED LIABILITY COMPANY

ABC Construction LLC Name of Limited Liability Company Last date of managing member's meeting John Smith _, hereby certify that I am the Managing Membe designated to act on behalf of ABC Construction LLC a limited liability company duly orga Zed and State of Filing existing under the laws of the State of ___ _ (the "LLC") and that at a meeting of the Date of Meeting members of the LLC, held in accordance with its governing instruments on ___ (date meeting held), at which a quorum was at all times present and acting, the following resolutions were duly adopted and that such resolutions have not been amended, rescinded or revoked and do not conflict with any of the provisions of the governing instruments of the LLC. RESOLVED, that the LLC has entered or will enter into one or more commercial, lease and/ or retail installment sale finance agreements with a licensed motor vehicle dealer who, in turn, intends to assign them to Chrysler Capital whereby the LLC will receive credit and/or lease accommodations in connection with the purchase and/or lease of motor vehicles (the "Credit Documents"); RESOLVED, that, in accordance with these Credit Documents, the LLC may assume certain credit and/ or lease obligations to Chrysler Capital in connection with the credit extensions provided by Chrysler Capital and that these and other actions taken by the LLC in connection with the Credit Documents do not violate any LLC covenants under its organizational agreements or otherwise; RESOLVED, that the officer, manager, director or shareholder of the LLC listed below is authorized and empowered to sign on behalf of the LLC the Credit Documents and any and all documents necessary or required by Chrysler Capital in connection with the Credit Documents, and from time to time to perform all such other acts and things deemed by him/her necessary, convenient, or proper to carry out, modify or supplement the Credit Documents c Signature only, nd arrangements made with Chrysler Capital in connection with them. do not print List Officer, Manager, Director or Shareholder of the LLC uthorized to sign: Managing Member John Smith Individual Authorized to Sign (Print) Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature) Title Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature) Title Date of signature Individual Authorized to Sign (Signature) Individual Authorized to Sign (Print) IN WITNESS WHEREOF, I have executed this Certificate as of this ___1__ day of ___Jan_



CERTIFIED COPY OF RESOLUTION OF LIMITED PARTNERSHIP

ABC Construction LP					
Name of Limited Partnership					
I, Robert Jones, hereby certify that I am the Managing duly organized and existing under the laws of the State of State of and that at a meeting of the partners of the Partnership (the "Partners governing instruments on Date of Meeting quorum was at all times present and acting, the following resolutions we resolutions have not been amer of the governing instruments of partnership meeting.	f Registry (the "Partnership") "), held in accordance with its (date meeting held),at which a				
RESOLVED, that the Partnership has entered or will enter into and/ or retail installment sale finance agreements with a licensed moto intends to assign them to Chrysler Capital whereby the Partnership wi accommodations in connection with the purchase and/or lease of moto Documents"); RESOLVED, that, in accordance with these Credit Documents certain credit and/or lease obligations to Chrysler Capital in connection provided by Chrysler Capital and that these and other actions taken by with the Credit Documents do not violate any Partnership covenants u agreements or otherwise; RESOLVED, that the officer, manager, director or shareholder is authorized and empowered to sign on behalf, of the Partnership the	or vehicle dealer who, in turn, Il receive credit and/or lease or vehicles (the "Credit , the Partnership may assume or with the credit extensions of the Partnership in connection of the Partnership listed below				
is authorized and empowered to sign on behalf of the Partnership the Credit Documents and any and all documents necessary or required by Chrysler Capital in connection with the Credit Documents, and from time to time to perform all such other a or proper to carry out, modify or supplement arrangements made with Chrysler Capital in					
List Officer, Manager, Director or Shareholder of the Partnership author Robert Jones Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature)	orized to sign: Managing Partner Title				
Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature)	Title				
Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature)	Title				
Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature)	Title Date of signature				
IN WITNESS WHEREOF, I have executed this Certificate as of this 1 day of Jan, 20 <u>17</u> . Robert Jones					
Managing Partner Signature					



CERTIFIED COPY OF RESOLUTION OF BOARD OF DIRECTORS

ABC Construction Inc.					
Name of Corporation					
corporation duly organized and exifollowing resolutions were duly a on Date of Meeting (date of Meeting) (date of Meetin	dopted at a meeting of the Board of the meeting held), at which meeting ther resolutions, that the proceedings of sail n, and that said resolutions are duly reen amended or revoked and are in fig. or other bylaws of said Corporation, or by which it is bound, require the value or thing described in the following reporation has entered or will enter into one this with a licensed motor vehicle dealer poration will receive credit and/or lease nicles (the "Credit Documents"); or dance with these Credit Documents, the Capital in connection with the credit extension by the Corporation in connection with the ganizational agreements or otherwise; ter, manager, director or shareholder of the Corporation the Credit Documents nection with the Credit Documents nection with the Credit Documents and for necessary, convenients and for necessary, convenients and companies and arrangements.	e or more commercial, lease and/ or retail who, in turn, intends to assign them to accommodations in connection with the e Corporation may assume certain credit ensions provided by Chrysler Capital and the Credit Documents do not violate any the Corporation listed below is authorized and any and all documents necessary or rom time to time to perform all such other			
List Officer, Manager, Director or S	hareholder of the Corporation a orized	to sign:			
Jimmy Johnson	<u>Jimmy Johnson</u>	Secretary			
Individual Authorized to Sign (Print)	Individual Authorized to Sign (Signature)	Title			
John Smith	John Smith John Smith President				
Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature) Title					
Individual Authorized to Sign (Print)	Individual Authorized to Sign (Signature)	Title Date of signature			
Individual Authorized to Sign (Print) Individual Authorized to Sign (Signature) Title					
IN WITNESS WHEREOF, I have executed this Certificate as of this 1 day of Jan, 2017. **Jan** Johnson**					

[Assistant] Secretary Signature

NOTARIZED IDENTITY VERIFICATION FOR BUSINESS-NAME-ONLY CONTRACTS

Business-name-only contracts require a verification of the authorized signer for the contract. To expedite this requirement, simply complete and notarize the document at the time of delivery and submit it with the contract.

If the customer is purchasing multiple units, a copy of this document will need to be submitted with each contract in order to waive the customer interview.



Notarized Identity Verification for Business Only Contracts

Company Name ABC Construction LLC				
Company Mailing Address 400 Future Dr., Orlando FL 32286				
Company Accounts Payable Phone Number (407) 432-6464				
Authorized Signer information I hereby represent that all above information is true and accurate.				
Signature: John Smith (Sign in the Presence of a Notary)				
Name (print): John Smith				
I hereby certify that on this <u>12</u> day of <u>January</u> , 20 <u>17</u>				
Notary Information NOTARY SEAL				
Notary Public: Adam Baker				
(Print name)				
My Commission expires Date: 12/23/2017				
Notary Public Signature <u>Adam Baker</u>				
Personally appeared before me the signer and subject of the above form, who signed or attested to the same in my presence, and presented the following form of identification as proof of his / her identity:				
Driver's License or Govt. Identification Card				
US Passport				
US Military ID Card				
✓ State Identification Card				
Other:				
(Provide Description)				
**Attach a copy of the proof of identification to this document and include with the contract package				

CONFIDENTIAL, FOR SAMPLE PURPOSES ONLY.

BUSINESS CREDIT LINE OPPORTUNITIES

A commercial credit line is established for customers who need multiple units and often exceed the \$200,000 mark. Servicing customers with a commercial credit line can easily help you secure future business sales for your dealership.

Business Credit Line at a Glance

- » Allows the dealer to establish a long-term relationship with customers
- » Credit line is good for 12 consecutive months
- » Helps the business preserve their cash and other bank credit lines
- » Works with all Chrysler Capital programs, including traditional financing, business-name-only transitions and TRAC lease
- » Compatible with all FCA US LLC incentives and most upfits
- » Quick turn-around time

All the commercial forms can be accessed and downloaded in DealerCONNECT > Chrysler Capital > Chrysler Capital Dealer Website > Docs & Training > Commercial/Small Business Section

Submitting the Application

Step 1: Verify company information

- » Legal business name
- » Correct address (verify information on SOS website www.coordinatedlegal.com/SecretaryOfState)
- » Tax ID
- » Applicant contact information, including name and direct number
- » Dealership contact information, including name and direct number

Step 2: Gather company documentation

- » Credit line application
- » Cross default/cross collateralization agreement
- » Financial documents
 - Prior two years financial statements, including balance sheet and income statement (complete tax returns including schedules, CPA-prepared or audited financials)
 - Year-to-date balance sheet and profit/loss
 - Current and two prior months company complete bank statements

Step 3: Send credit line application and the entire documents to Chrysler Capital Commercial

Email complete package to your Chrysler Capital commercial sales manager, or fax to 877-216-8512



Commercial Credit Line Application Form

Contact Namo

Address

1200 Elm Street

Contact

Garv Lime

(407) 644-8000

Fax #

Credit Line

\$ 400,000.00

Phone # (407) 644-8888

(Not Intended for Single Vehicle Purchases)

Doalor Namo

	Phone #		Contact Name	
Friendly CDJR	(407) 333-313		Larry Holden	
Vendor ID #	Email Addre	ess	Fax #	
1234	abaker@friend	dlycdjr.com	(407) 333-3000	
Applicant Information	on (Submit application for e	each entity expected to u	se line)	
Company Name	Tax ID #		Contact Name	
ABC Construction LLC	123-45-6789		John Smith	
Company Address	Email Addre		Phone #	
400 Future Drive, Orlando, FL	32888 abcconstrution	@aol.com	(407) 444-4444	
Indicate Type of Bus	siness			
Partnership Corpora	ation Other		Non-Profit Organization	
12-Month Delivery F	orecast			
Replacement Vehicles #	2 Additional V	/ehicles #	Average Vehicle Price\$24,000.00	
Total Credit	Line Requested \$300,000.00			
Expected D	elivery Date2/17/2017			
Officers Divertors	w Douboone (II.) all wilds at I			
	r Partners (list all with at I			
Name	Title	SSN	DOB	
John Smith	President		06/12/1970	
Name	Title	SSN	DOB	
	Title	SSN	DOB	
Name				
Name		Nee	d complete financial	
Name	Title		ed complete financial ——ments to process LOC	

Dhone #

USA Patriot Act Notice -- IMPORTANT INFORMATION ABOUT NEW ACCOUNT PROCEDURES

☐ Previous 2 Year Financial Statements (Tax Returns or CPA prepared)

☐ Current and 2 Prior Months Company Bank Statements

Co-Buyer/Guarantor (If Applicable)

Personal Financial Statement

Personal Credit Application

☐ Signed Cross Default and Cross Collateralization Agreement

To help the United States Government fight terrorism and money laundering, Federal Law requires us to obtain, verify and record information that identifies each business or entity, which opens an account or establishes a relationship. For you, this means: when you open an account or establish a relationship, we will ask for your business name, a street address and a tax identification number or other documents that will assist us to identify and verify your business. The undersigned applicant irrevocably and continuously authorizes Santander Consumer USA dba Chrysler Capital to obtain from and provide to third persons any and all types of information concerning the applicant, including, without limitation, credit, financial and business information.

Chrysler Capital is committed to Fair Lending and treating consumers, customers and vendors with the utmost respect and fairness. Under the Equal Credit Opportunity Act (ECOA), Chrysler Capital is prohibited from discriminating in any aspect of the credit transaction. Prohibited bases are: sex, marital status, race, color, religion, national origin, age (provided the applicant is of legal age), income derived from public assistance and the fact that the applicant has—in good faith—exercised any right under the Consumer Protection Act (i.e. the right to lodge a complaint). We recommend you make and retain a copy of our Privacy Policy.

Signed A	BC Construction LLC Date	01/01/2017	ABC Construction LLC
			Legal Name of Applicant
Ву	John Smith	John Smith	President
Signature		Name	Title

TO: Santander Consumer USA Inc./Vehicle Lease Financial Co. dba Chrysler Capital or Chrysler Capital Leasing (the "Chrysler Capital Parties")

CROSS DEFAULT AND CROSS COLLATERALIZATION

Enter your dealership name

ner Assignments. Any of the Chrysler Capital Parties may, in its sole and absolute accept additional Assignments or enter into other credit arrangements involving me, che will be subject to this Agreement. Nothing in this Agreement shall be construed as a ent by any of the Chrysler Capital Parties to accept future Assignments from, extend loans to or make other financial accommodations or commitments involving me or anyone else.

I intend to enter into one or more commercial installment sales contracts, lease contracts,

I understand that the Dealer's willingness to enter into the Contract is conditioned upon the Assignment, which in turn requires the undersigned to execute this Cross Default and Cross Collateralization Agreement (this "Agreement").

- 1. <u>Definitions</u>. The terms in this Agreement have the meanings usually and customarily ascribed to them in commercial contracts, except that the following terms shall have the meanings set forth below.
 - (a) "Collateral" means any and all of my tangible and intangible assets in which I have granted the Chrysler Capital Parties a security interest through any Security Agreement.
 - (b) "Obligations" means any and all of my debts or other obligations to the Chrysler Capital Parties, now existing or hereafter arising, whether created directly or acquired by assignment, sale or other transfer from the Dealer, other dealers or otherwise.
 - (c) "Security Agreement" means any existing of future agreement which grants a security interest in any of the Collateral to secure any of the Obligations, including, but not limited to, all security interests obtained indirectly by the Chrysler Capital Parties by assignment, sale or other transfer from the Dealer, other dealers or otherwise.
- 2. <u>Cross-Default</u>. Any default or breach by any of the undersigned under any of the agreements evidencing the Obligations or the Security Agreements shall constitute a default under each and every such agreement.
- 3. <u>Cross-Collateralization</u>. Any and all Collateral shall secure any and all Obligations.
- 4. Effect on Other Agreements and Security Interests Previously Granted. This Agreement amends, augments and adds to (but does not substitute for) each of the agreements evidencing the Obligations or any Security Agreement and shall not otherwise limit or affect the rights and remedies of the Chrysler Capital Parties under such agreements. This Agreement is not intended as a novation, refinancing or restatement of existing debt.

6. No Other Understandings. I acknowledge that the Chrysler Capital have made no promises to induce execution of this Agreement and that there are no other agreements or understandings, either oral or in writing, affecting this Agreement. Nothing in this Agreement shall be construed a waiver by the Chrysler Capital Parties of any existing or future defaults by me of any Security

- 7. <u>Duration</u>. This Agreement shall remain in effect so long as any of the Obligations remain outstanding
- 8. <u>Execution</u>. This Agreement may be executed in several counterparts, each of which is deemed an original and all of which constitute one and the same instrument.

DATED:

	DAIL	January 9, 2017
Signature only,	/ NAME <u>:</u>	ABC Construction LLC
do not print	BY <u>:</u>	John Smith
do not print	NAME <u>:</u>	John Smith
	TITLE:	President
FEDERAL TAX ID:		123-45-6789
ADDRESS:		400 Future Dr., Orlando FL 32286

ACCEPTED BY: SANTANDER CONSUMER USA INC. DBA CHRYSLER CAPITAL

BY:	
NIAME.	
NAME:	
TITLE:	

CONFIDENTIAL, FOR SAMPLE PURPOSES ONLY.

THIS PAGE LEFT INTENTIONALLY BLANK

CHRYSLER CAPITAL TRAC LEASE

TRAC leasing is available for customers needing an alternative to traditional financing or lease programs. This is open-end leasing, providing the ultimate in flexibility and offering the benefits of a true lease combined with those of a retail balloon contract. Chrysler Capital TRAC lease has something for every customer.

For customers needing flexible payments, flexible term, flexible residual and flexible lease-end options.

TRAC Leasing at a Glance

- » Customer's credit and the dealership set term and residual values
- » Available to business and individuals
- » No mileage or wear & tear restrictions
- » Additional tax advantages may be available (see business tax advisor)
- » TRAC lease-end options include buy, trade or return to Chrysler Capital
- » Lower fees, no security deposit
- » Eligible for all vehicle retail rebates and Chrysler Capital bonus cash
- » Commercial upfits are residualized by adding amount to MSRP

For program information download the latest TRAC Lease Rate Sheet, Program Guide and Funding Checklist on the Chrysler Capital Dealer Website:

DealerCONNECT > Chrysler Capital > Chrysler Capital Dealer Website > Docs & Training > Tools (next to update) > TRAC Payment Estimator > TRAC Documents

Getting started with TRAC leasing

 Contact Reynolds & Reynolds to place a free-of-charge order for TRAC Lease Form SAN-MVL-COMM (TRAC) through one of the following channels:

Email: ILSReynolds@reyrey.com Fax: 888-899-0080 Phone: 888-339-9986

- 2. Call your DMS provider (Reynolds & Reynolds, CDK or other) and ask them to upload the Chrysler Capital TRAC contract into your forms library
- 3. Submit TRAC lease application through RouteOne or Dealertrack



Chrysler Capital Lease Order Form

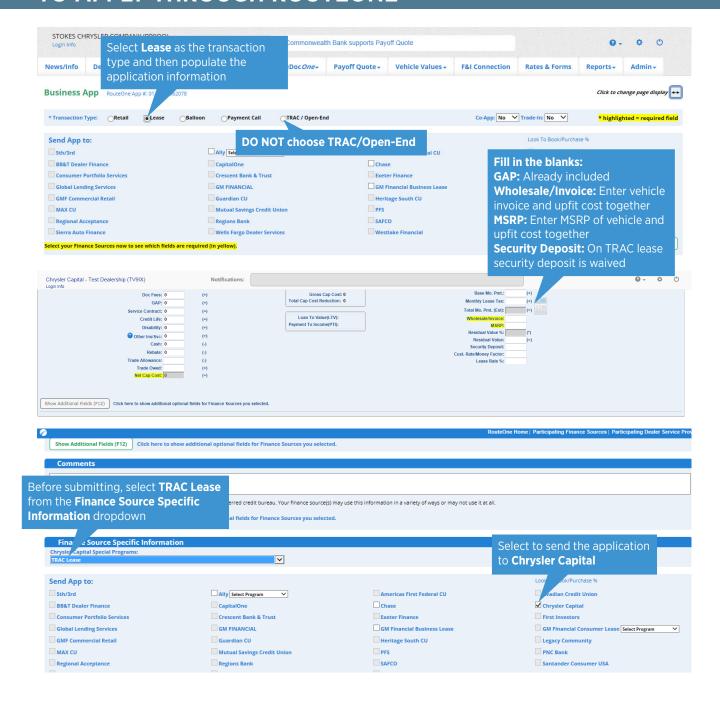
You may obtain Chrysler Capital motor vehicle lease agreements by placing your order through one of the following channels:

Email: <u>ILSReynolds@reyrey.com</u> Fax: 888-899-0080 Phone: 888-339-9986

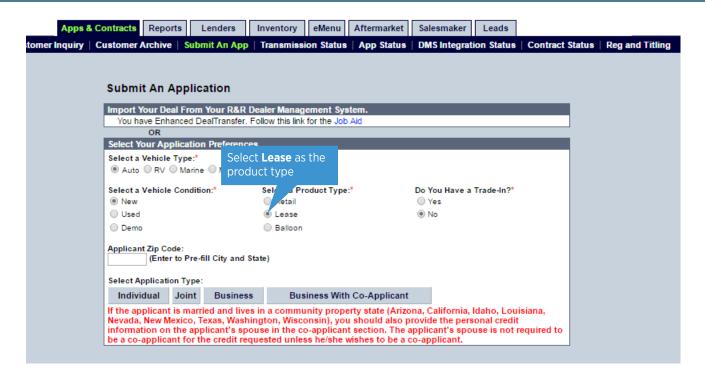
Please call Reynolds & Reynolds Customer Support at 888-339-9986 if you have questions about your order.

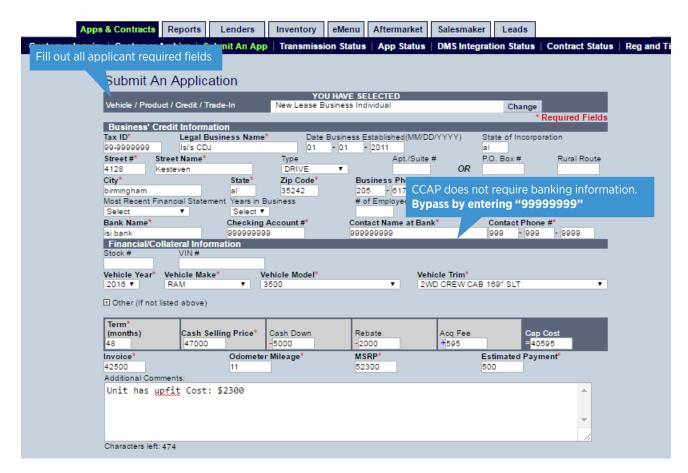
DEALER INFO	RMATION				
Dealer Number and [Dealership Name:				
Ship to Address:					
Person Ordering:					
Email address:	Phone:				
QUANTITY and FORM NAME					
Order Quantity: minimum order quantity = 50 forms (1 pack), maximum order quantity = 100 forms (2 packs)					
SAN-MVL-CE*	SAN-MVLCE-FL	☐ SAN-MVLCE-MD	☐ SAN-MVLCE-NJ		
☐ SANMVLUCCC**	☐ SAN-MVLCE-GA	SAN-MVLCE-MI	☐ SAN-MVLCE-NY		
☐ SAN-MVLCE-CA	SAN-MVLCE-HI	☐ SAN-MVLCE-MO	☐ SAN-MVLCE-RI		
☐ SAN-MVLCE-CT	SAN-MVLCE-IL	☐ SAN-MVLCE-MS	☐ SAN-MVLCE-WA		
☐ SANMVVLNOARDC	☐ SAN-MVLCE-LA	☐ SAN-MVLCE-NH	☐ SAN-MVLCE-WI		
SANMVLFOULKE SAN-MVL-COMM (TRAC) Select this					
* SAN-MVL-CE to be used TN, TX, VA, VT	d in the following states: AL,	AK, AR, AZ, DE, KY, MA, MN, I	MT, NC, ND, NE, NM, NV, OH, OR, PA, SD,		
** SAN-MVL-UCCC to be used in the following states: CO, IA, ID, IN, KS, ME, OK, SC, UT, WV, WY					
SHIPPING					
Orders will be shipped via Fed Ex Ground.					
Reynolds & Reynolds Internal Use Only (bill to Santander Consumer USA, Customer Number 7724214)					
Order #::	Entered t	oy:	Date		

TO APPLY THROUGH ROUTEONE



TO APPLY THROUGH DEALERTRACK





TO APPLY THROUGH DEALERTRACK (CONTINUED)

