



**1-3 HOUR  
APPROVALS!**

## GUIDELINES

- CLASS 7 - 8 TRUCKS "CONVENTIONAL": 6 YRS OR NEWER
- CLASS 7 - 8 TRUCKS "VOCATIONAL": 8 YRS OR NEWER
- CLASS 4 - 6 TRUCKS: 4 YRS OR NEWER
- MINIMUM 25 - 45% DOWN (CASH/TRADE/COLLATERAL)
- INVESTOR 40% DOWN (NO SOCIAL OR CREDIT NEEDED)



## HIGHLIGHTS

- **NO PREPAYMENT PENALTY**
- NO FICO MINIMUM
- START-UPS ARE OK
- PAST BANKRUPTCY OK
- NO MINIMUM TIME WITH CDL

EMAIL THE FOLLOWING **THREE** ITEMS FOR APPROVAL



### CREDIT APPLICATION

WE WILL ACCEPT ANY  
CREDIT APPLICATION



### TRUCK SPECS

MUST INCLUDE YEAR,  
MAKE, MODEL, MILEAGE,  
VIN, HOURS, ENGINE



### INVOICE

MUST BE ITEMIZED



## WHO WE ARE

**East Harbor** is a direct lender to customers who have difficulty financing through traditional sources such as banks. Reasons for this could be insufficient credit, start ups, bad credit, etc... Most of our deals get funded in the 30-35% down payment range which is generally the hardest barrier to cross for the deal to close. We do difficult deals and the customers' down payment is imperative to be in a good equity position on an asset. One of our biggest highlights is that our loans have no prepayment penalty and can be paid off at any time in the loan without future interest.

## COMMERCIAL HEAVY DUTY GUIDELINES “CLASS 7 & 8”

<b>Deal Size:</b>	\$40,000 - \$250,000 Retail Price
<b>MFG We Do Not Finance:</b>	Western Star, Sterling
<b>MFG We Do Finance:</b>	Freightliner, Volvo, Kenworth, Peterbilt, Mack, International
<b>Engines We Don't Finance:</b>	Maxxforce, Mercedes Benz, Paccar
<b>Engines We Do Finance:</b>	Cummins, Detroit, Caterpillar, Volvo, Mack
<b>Transmissions We Don't Finance:</b>	None
<b>Transmissions We Do Finance:</b>	All
<b>Mileage Restrictions:</b>	650,000 or Less “classic truck models can go up to 1,000,000 with full overhaul or DYNO test”
<b>500,000 Miles:</b>	2.5 to 3 Year Term
<b>400,000 Miles:</b>	3 to 3.5 Year Term
<b>300,000 Miles:</b>	3.5 to 4 Year Term
<b>0 - 200,000 Miles:</b>	4 to 4.5 Year Term

## CUSTOMER LOCATION

We finance deals in all continental USA, however deals over 1,500 miles from Miami will have a higher down payment.



## **REQUIREMENTS FOR A FULL APPROVAL**

- Application “we can use your application, if you have a credit report/score please send”
- Invoice
- Spec sheet with pictures

### **Optional for best approval: “not required”**

- 2 years tax returns
- 3 months bank statements

### **Questions to ask for best approval “not required”**

- Time in business?
- CDL years?
- Estimated credit score?
- Highest limit on credit?
- Net worth?
- Bankruptcy?
- First truck purchase?
- Child support?
- Repossession?

## **WHAT IS REQUIRED FOR FUNDING?**

- Wire confirmation of full down payment “to dealer or finance company”
- Physical damage with “East Harbor” as loss payee
- Signed and notarized contract. Original must be sent
- Truck inspection