

Trust Alliance Capital, Inc.

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Startup Programs for Titled Equipment

OPTION	1	2	3	4	5	6	7	8
Good Credit	X	X	X	X				X
Fair Credit		X						X
Bad Credit					X	X	X	X
Has Money down (20%-25%)	X	X	X	X	X			
Low Down Payment	X			X		X	X	
No CDL		X		X				X
5yrs or Newer Equipment			X					
8yrs or Newer Equipment					X		X	
10yrs or newer Equipment	X					X		X
Older Equipment		X		X				
Application Only	X	X	X		X	X		X

Option 1 - Low Money Down for Good Credit

Credit	700+ Transunion, comparable debt, clean credit. BK's, etc 5yrs + old
Experience	5yrs CDL
Homeowner	Yes
Equipment	10yrs or newer on trucking 700k miles or less, 15yrs or newer on yellow iron, no proprietary engines (International Maxxforce). Term length depends on age of equipment.
Down Payment	1-2 payments or 10% depending on equipment comps
Mo. Payments	Per \$10k Borrowed: \$500/24, \$350/36, \$275/48, \$230/60
Turnover	24hr credit decisions, 6hrs to closing docs, funding off signed hardcopies
Other	Dislikes: Oil Industry

Option 2 - 25% Down Simple Interest Loan

Credit	600+ Experian, Credit is current, BK's, etc 3yrs old
Experience	None. Can do Non-CDL Startups
Homeowner	Yes or Net Worth over \$100k
Equipment	800k mileage restriction or proof of rebuilt motor. No age restrictions. No proprietary engines (International Maxxforce)
Down Payment	Will fund 75% of market value for equipment.
Mo. Payments	Per \$10k Borrowed: \$500/24, \$350/36, \$275/48, \$250/60
Turnover	2-3 day credit decisions, 24hrs to closing docs, funding off signed hardcopies
Other	No payments for first 2 months

Option 3 - 20% Down Simple Interest Loan for Newer Equipment

Credit	650+ Experian, Credit is current, BK's, etc 5yrs old. Thin credit is okay but no dings.
Experience	1-2yrs CDL
Homeowner	Not required
Equipment	5yrs or newer. OTR equipment only. Term length depends on age of equipment.
Down Payment	20%
Mo. Payments	Per \$10k Borrowed: \$460/24, \$325/36, \$250/48, \$215/60
Turnover	24hr credit decisions, 24hrs to closing docs, funding off signed hardcopies
Other	Dislikes: Maxxforce engines, Non-OTR equipment

Option 4 - 10%-15% Down for Strong Applicants

Credit	675 minimum score. Credit dings should be 3yrs old
Experience	None, CDL preferred
Homeowner	Not required
Equipment	On titled equipment 750k miles or less, exceptions on rebuilt motors. No year restriction
Down Payment	15% out of pocket
Mo. Payments	Per \$10k Borrowed: \$475/24, \$330/36, \$260/48, \$230/60
Turnover	3-5 business days for credit decision
Other	Requires full financial package - we ask lots of questions on startups Applicant must show 15% down + \$10k in seasoned liquidity (cash, retirement, brokerage, etc) This is the most important qualification. Cash reserves cover lots of other weakness.

Option 5 - 25% Down for Damaged Credit

Credit	No minimum score, but must have a score. No repos. Tax liens OK under \$10k. No delinquent child support. Discharged BKs okay.
Experience	Must have CDL
Homeowner	Not required
Equipment	2008 or newer trucks or 2010 or newer Reefer trailers only. Term length depends on cost of equipment.
Down Payment	25%-30%
Mo. Payments	Per \$10k Borrowed: \$630/24, \$500/36, \$440/48
Turnover	24hr credit decisions, 4hrs to closing docs, funding off signed hardcopies
Other	Dislikes: Maxxforce engines Closing documents can be eDocs and can be signed on a computer

Option 6 - \$5k Down for Damaged Credit (

Credit	500 minimum score. No repos. Tax liens OK under \$10k. No delinquent child support. Discharged BKs okay.
Experience	Must have CDL
Homeowner	Not required
Equipment	Sleeper trucks only, 750k miles or less - possible exceptions on rebuilt motors
Down Payment	\$5k
Mo. Payments	Per \$10k Borrowed: \$550/24, \$450/36, \$400/48
Turnover	24hr credit decisions, 24hrs to closing docs, funding off electronic documents
Other	Dislikes: International + Western Star Closing documents are eDocs and can be signed on a computer Cannot register the truck in NC, SC, VA, WV, RI, or PA. Will work with CA residents but not CA dealers. No LA or WA residents

Option 7 - Last Resort 15% down for High Risk Applicants (

Credit	No minimum credit. Repos require more \$\$ down.
Experience	Must have CDL
Homeowner	Not required
Equipment	2002 or newer TITLED equipment \$10k minimum
Down Payment	The lesser of 15% or \$5k on 8yrs or newer with 700k miles or less, 15% on all other equipment
Mo. Payments	Per \$10k Borrowed: \$800/24, \$700/36, \$625/48
Turnover	24hr credit decisions, 24hrs to closing docs, funding off electronic documents
Other	Income Requirement: Applicant will qualify for up to 5X their current gross monthly income as proved on bank statements or pay stubs.

Option 8 - Last Resort 50% down or Collateral for High Risk Applicants

Credit	No minimum credit
Experience	None
Homeowner	Not required
Equipment	\$10k min finance amount
Down Payment	50% or equivalent collateral
Mo. Payments	Per \$10k Borrowed: Excellent Credit \$489/30, \$427/36 Good Credit \$525/30, \$463/36 Fair Credit \$575/30, \$514/36 Poor Credit \$645/30, \$587/36
Turnover	24hr credit decisions, 24hrs to closing docs, funding off signed hardcopies
Other	Down payment made to lender Use auction value on all extra collateral Early payoff available at a full discount after 9-12 months