

## ***DFWK, LLC***

P.O. BOX 1078  
333 BROADWAY SUITE 800  
PADUCAH, KY 42001

Formed in April 2004, Dealer Finance Company is based in Paducah, KY. Our exclusive business is to generate dealer originated automobile loans through a select group of quality dealerships. Our intention is to develop a mutually profitable relationship with each dealership. Additionally, we have a related company, Automobile Finance, formed in 2008 in which DFWK, LLC. services all loans.

We offer some unique advantages to dealers than the traditional lending sources:

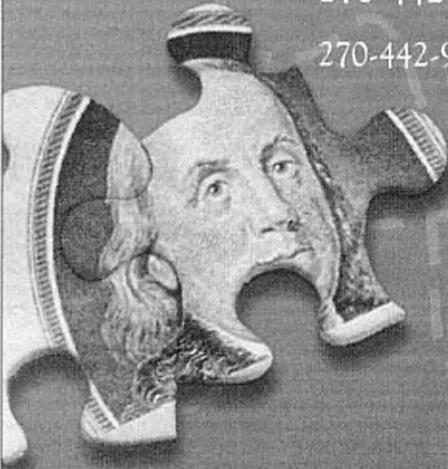
- DFWK is dedicated to dealer loans exclusively; we have no other lines of business to distract us from serving you.
- Flexibility to adapt our processes to serve your dealership's needs.
- We have over 50 years of retail credit experience.
- Dealer is allowed considerable input in the credit decision process. Credit decisions are based on whether the deal is a good risk for the dealership as opposed to credit scores and banking standards.
- We will be a consistent financing source that will not be "hot and cold" in our desire to purchase loan paper.
- DFWK maintains a strong collection process and informs and works closely with the dealers every step of the way.
- Dealers typically earn higher front end profits and higher rate spreads which equals increased back end profits.
- Contracts are funded the same day we receive via mail, ach credit, or walk in.

If you are a dealer that understands that maintaining a strong and mutually beneficial relationship with a financing source is important to your long-term success and you are willing to accept some credit risk to maximize your company's profits, then DFWK, LLC. is for you.

# Dealer Finance of Western KY, LLC.

270-442-4612

270-442-9452 fax



## Dealer Participation Program

Would you like to:

- \*Sell cars you couldn't sell on any other financing program
- \*Earn \$1,000 per car with a real potential of \$2,500 per car
- \*Avoid the headaches of most sub prime program's paperwork

For more information on this program please contact:

Terry Little, President                      270-442-4612 ext 6  
terry.little@dfwky.com

Sheri Smith, Office Manager              270-442-4612 ext 7  
sheri.smith@dfwky.com

### Why do you need this program?

You get to participate in the credit approval process without the normal "recourse" risk.

A "no lose" program with a minimum of \$1,000 per car deal and ability to earn a total of \$2,500 per car profit.

Dealer signs up as a Recourse dealer and has the option to walkaway from ALL recourse risk within 18 months.

We are confident that once a dealer has experience with this program, they will not want to walkaway.

Working with the dealer as a team on credit decisions, we can assist in maximizing your earnings.

\*\*Same day funding and ability to ACH load proceeds directly to dealer's bank account

\*\*Quick turn around on approvals with fax back credit decisions

***DEALER FINANCE OF WESTERN KY, LLC.***

**270-442-4612**      **Phone**

**270-442-9452**      **Fax**

**Street Address:**

333 Broadway Suite 800  
Paducah, KY 42001

**Mailing Address:**

P.O. BOX 1078  
PADUCAH, KY 42002-1078

**Contacts:**

Terry Little, President      [terry.little@dfwky.com](mailto:terry.little@dfwky.com)  
Sheri Smith, Office Manager      [sheri.smith@dfwky.com](mailto:sheri.smith@dfwky.com)  
Richard Webb, Collection Mgr      [Richard.webb@dfwky.com](mailto:Richard.webb@dfwky.com)

Sandy Moss, Loan Funding      [sandy.moss@dfwky.com](mailto:sandy.moss@dfwky.com)

For questions on preparation of loan packages, contracts, title work, ect. Please contact Sheri Smith.

# DFWK, LLC

## Dealership Application

### Company Information

Dealership Legal Name \_\_\_\_\_

Dealership Address \_\_\_\_\_

Dealership Phone \_\_\_\_\_ Fax \_\_\_\_\_

Tax ID# \_\_\_\_\_

Finance Manager: \_\_\_\_\_ email: \_\_\_\_\_

List Ownership Break down:

Type of Company \_\_\_\_\_ Guarantors \_\_\_\_\_

\_\_\_\_\_  
Owner \_\_\_\_\_ % owned email: \_\_\_\_\_

\_\_\_\_\_  
Owner \_\_\_\_\_ % owned email: \_\_\_\_\_

\_\_\_\_\_  
Owner \_\_\_\_\_ % owned email: \_\_\_\_\_

\_\_\_\_\_  
Owner \_\_\_\_\_ % owned email: \_\_\_\_\_

Authorized signer for Dealer Reserve Agreements etc. \_\_\_\_\_

Authorized signer on contracts \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Financial Information Needed:**

Company Year End Financial Statement (includes Balance Sheet and P&L statement) or complete tax return

Guarantor needs to provide a current Personal Financial Statement

**Other Required Info:**

How long has company been in business at its current location?

Does company have any open loans secured by either receivables or Inventory?

If so please list bank(s) name and contact person(s)

**List of References: (Bank references and other industry related)**

Name	Phone
_____	_____
_____	_____
_____	_____
_____	_____

Dealer Acknowledgement \_\_\_\_\_

Dated

Please fax back to 270-442-9452 attn: Sheri Smith

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## *Perkins Motor Plex*

*(used car dealership)*

In order to be successful in any business you must partner with individuals and companies that can enable you to obtain a higher level of success than you could your own. I found one of those partners in 2004 when I entered into a relationship with Terry Little and DFWK. I have a tremendous amount of respect for Terry's business acumen and I have found his entire organization to be people of high character, integrity and competent.

DFWK has enabled us to secure financing for the difficult to finance customer or automobile, for that matter. No longer does advance, payment terms, mileage and age of inventory or to a degree, credit worthiness impede our ability to what we do best: sell cars. I am certainly grateful for the niche financing source that DFWK provides for my company.

Timothy D. Perkins  
Perkins Motor Plex

## *Driver Motors, Inc.*

*(new car dealership)*

I want to take this opportunity to thank Terry Little and all the staff at DFWK for the continued support and cooperation as we move our auto business forward. It seems that our business is constantly changing and we are having to adapt to the changes or we will be left behind in this volatile business.

The corporation we represent in this business told us a few years back that the future profits in the automobile business would be made not on the sell of new cars as it has always been in the past, but would be more focused on the parts and service end of the business. It has turned out they were right, unfortunately the profits they are talking about in parts and service are not sufficient enough to over come the ever increasing overhead that we incur.

To help compensate for the loss of profit on new cars we have had to increase the sale of used cars. The biggest problem on this front has been getting financing from the normal lending institutions such as banks and credit unions. Their stringent requirements make it extremely hard for a lot of the working class of people in our area to secure loans for used cars.

DFWK came along at just the right time to fill this void for Driver Motors. You have made it possible for us to continue in the auto business with a degree of profitability that we could have never have sustained without you. I feel you have our best interest at heart when it comes to making the everyday decisions that involve our mutual interest. Thanks again for your high degree of integrity and expertise. We look forward to a bright future that will not doubt involve your continued support.

With sincere regards, David Driver, Driver Motors.

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***Parkway Chrysler, Inc.***  
*(new car dealership)*

*I have had the pleasure of dealing with DFWK, LLC since it's initial inception. There are many lenders in the market striving to find a niche and these folks have nailed it on the head.*

*Communication is open and honest. Terms and rates are in line with others, fees are reasonable and, again, in line with other similar lenders.*

*What would set them apart is the staff. They have many years of banking experience and can understand a deal and strive to make the deal work for everyone involved. Contracts are booked quickly, stip's are not overwhelming and everything runs smoothly. If an issue does arrive they are taken care of in a very timely manner without stress or strain.*

*It's easy to business with DFWK which helps a great deal in our business office.*

*Doug Clark—Business Manager*

***Mike Smith Toyota/Mike Smith Kia***  
*(new car dealership)*

*My experience with DFWK is a good one. They are trustworthy, diligent and dealer friendly. For the conservative but yet aggressive dealer which I am one, they make a perfect fit. I trust Terry Little now and for the last 20 years!*

*Mike Smith  
Mike Smith Toyota –Scion  
Mike Smith Mitsubishi, Kia*

***Dwain Taylor Chevrolet-Buick-Pontiac-GMC-Cadillac***  
*(new car dealership)*

*We have been sending deals to DFWK since the beginning, 6 years, and this avenue has enabled us to add to our customer base with deals that would not have fit for normal banking channels. Deals such as year model of cars, miles over normal limits, credit scores, number of months needed and etc.*

*Dwain Taylor  
Dwain Taylor Chevrolet-Buick-Pontiac-GMC-Cadillac  
Toyota of Murray, Inc*

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## DFWK, LLC. PARTICIPATION PROGRAM

### Deal Structure

Gross Sale Price	\$11,000.00	Selling Price	\$11,000.00
Taxes & other fees	\$1,320.00	Cost of Unit -	\$7,000.00
Down Payment	\$1,650.00	Profit (dlr mark up) =	\$4,000.00
Total Amount Financed	\$10,670.00	Interest Spread Profit + *dif between cust rate and your buy rate	\$1,280.40
Customer Int Rate	18.50%	Total Profit	\$5,280.40

### Profit Model

*Example of a 10 loan portfolio using the structure listed above*

**\*\*Based on 6 out of 10 customers paying**

\*\* 40% repo frequency with average loss per car \$5,770

Gross Profit	\$52,804.00	(\$5,280.40 x 10 deals)
Gross Loss -	\$23,080.00	(5,770 x 4)
<b>Net Profit</b>	<b>\$29,724.00</b>	<b>***\$ 2,972.40 avg profit per car after losses</b>