



## CITADEL FINANCE EXAMPLE WITH MAX TO FINANCE OVERAGE

COST: \$8500

BANK FEE: \$1000

MAX TO FINANCE: \$9500 OUT THE DOOR

If you sell the car for \$12000 Out the door, you will need 20% down or \$2400 down.

You finance: \$9600 before backend which is \$100 over the limit.

The program works as follow:

This will bring your total amount financed to \$9600.00. You are \$100 over the maximum amount financed. In any situation where your total amount financed after down payment, is over the Max to finance of \$1000 over cost, you take the overage, divide it by 2. Half of the overage goes to profit, and the other half gets added to the fee.

In the case above:

Cost is: \$8500 so you can finance \$9500 OTD before backend. Since we are at \$9600 out the door, we are \$100.00 over.

The \$100.00 is split between profit and bank fee. So \$50 will be normal profit, and your bank fee will go from \$1000 to \$1050.

Another example:

Cost: \$6000.00

Max to finance: \$7000.00

You are at \$10000 OTD with 20% down of \$2000.00

You are financing \$8000.00 which is \$1000.00 over the allowed amount.

\$500 of the \$1000 is dealer profit, and \$500 gets added to bank fee increasing bank fee to \$1500.00

There is a spot on the bottom of the Citadel Funding Checklist to write down the total fee for the funder.