
Indirect Lending

Ready to Look

INTRODUCTION

If your credit union is looking to partner with an indirect lending platform CU*BASE works with multiple vendors to bring those loans to the core. The Ready to Look model allows you to bring in loan applications from a third-party vendor and work them in the CU*BASE loan queue, including underwriting and funding.

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For an updated copy of this booklet, check out the Reference Materials page of our website:
<https://www.cuanswers.com/resources/doc/cubase-reference/>
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OVERVIEW

Selecting an Indirect Lending Vendor

Get started by investigating the indirect lending vendors available that interface with CU*BASE. Perhaps customers in the area have already selected a partner, and this decision has already been made for you, but if not, we have created a full-featured website allowing you to evaluate all your options (shown on the next page)

Configuration of Delivery Channel and Indirect Loan Products in CU*BASE

During this stage you will configure delivery channels in CU*BASE, including the ranges and ages of collateral that you will accept for each year. You will also configure your loan products for indirect channels.

Setting up the Communication Between the Lender and the CU*BASE Loan Queue

Using the Integration Manager website, you will set up your users and assign passwords. You will also add the dealers from whom you will be receiving the offers.

Reviewing a Loan in the Loan Queue

Once this setup is complete, you are ready to begin receiving loans in the CU*BASE loan queue. Loan applications will appear in the queue just like other loan applications. You will know that the application is an indirect loan because it will have the two-digit code used by your vendor.

Approving or Denying the Loan/Making a Counter Offer

You will work the loan application by selecting them on the loan queue. If configured, you will provide a counter offer to the dealer. Once all details are in order, you will create the loan from the Loan Recap screen. You also can deny the loan application.

GETTING STARTED

To select an Indirect Partner and begin your work with Lender*VP, select the indirect partner you would like to work with in the CU*Answers store. In the CU*Answers store select Lender*VP and then Indirect Lending. A selection of indirect partners is available. There is even an option to select a vendor not listed in the store. Access the page directly via this URL:

<https://store.cuanswers.com/product-category/lendervp/indirect-lending-lendervp/>

The screenshot displays the CU*Answers website interface. At the top, there is a navigation bar with the CU*Answers logo, a search bar, and links for 'Shop', 'My Account', and 'Contact Us'. Below this is a dark blue header with the text 'CU*ANSWERS STORE MY ACCOUNT SOLUTIONS BACK TO CU*ANSWERS'. The main content area is titled 'Indirect Lending' and includes two buttons: 'Check out Lender*VP at CU*Answers' and 'Contact Lender*VP'. The products are arranged in a grid:

- CU*ANSWERS I WANT TO PARTNER WITH RETAILER DIRECT**: \$1,500.00, Add to cart
- I WANT TO PARTNER WITH DEALER INDIRECT LENDING AND LEASING SYSTEM (DILLS)**: \$500.00, Add to cart
- I WANT TO PARTNER WITH DEALERTRACK**: \$500.00, Add to cart
- FANNIE MAE DU 3.2**: ~~\$100.00~~ \$0.00, Select options (Sale badge)
- I WANT TO PARTNER WITH GENESYS**: \$500.00, Add to cart
- I WANT TO PARTNER WITH LENDING SOLUTIONS INC.**: \$500.00, Add to cart
- I WANT TO PARTNER WITH ROUTEONE**: \$500.00, Add to cart
- I WANT TO PARTNER WITH TCI DECISIONLENDER**: \$500.00, Add to cart
- I NEED A DIFFERENT INDIRECT LENDER**: Quote Provided, Add to cart

CONFIGURING CU*BASE

CONFIGURING EXTERNAL LOAN DELIVERY CHANNELS

The indirect lending delivery channel is the first link to a third-party source of loan applications through the “XML Lending Gateway.” If your credit union has been set up to use this channel, you may access various configuration screens here that will allow you to define which CU*BASE loan products correspond to incoming DealerTrack loan applications, including free-form text for stipulations to be communicated back to an automotive dealer via the DealerTrack software.

General Information

Loan Delivery Channel Configuration (Tool #462)

Delivery Channel / Description		Branch	B	Interviewer/Underwriter	Model Approved	Model Failed	Requirements Failed	Incomplete Application	Amort Flag
BH	Beths Auto House (RD)	01		92					Y
CU	CU*BASE	01							Y
DL	DILLS	01		DL					Y
DT	DEALER TRACK	01		04	AA	FR	FR		Y
HB	Online Banking	99		96	HA	HB	HB	HI	Y
LS	LSI	01		01					Y
PA	MORTGAGE CADENCE	01		T1					Y
RD	RETAILER DIRECT	09		RD					Y
RO	ROUTE ONE	01		09					Y
TC	TCI	01		TC					Y
XT	XTEND CALL CENTER	01		93	AA	FR	FR	FR	Y

This is the first of several screens used to configure default settings used by loan delivery channels. In this context, a Delivery Channel is simply a source of loan applications funneled from any source into the CU*BASE loan application database.

For details, refer to the booklet, [Online Credit Bureau Access and 247 Lender: Configuring 247 Lender and the Approval Matrix.](#)

Close-Up View of the Entry Screen

Delivery Channel / Description		Branch	B	Interviewer/Underwriter	Model Approved	Model Failed	Requirements Failed	Incomplete Application	Amort Flag
BH	Beths Auto House (RD)	01		92					Y
CU	CU*BASE	01							Y
DL	DILLS	01		DL					Y
DT	DEALER TRACK	01		04	AA	FR	FR		Y

Select the DealerTrack (DT) delivery channel and Change or View to move to the detail screen.

Detail Screen (Screen 2)

Session 0 CU*BASE GOLD Edition - Configure Loan App Delivery Channels

Delivery channel code **DT** CHANGE

Description **DEALER TRACK**

Branch **01** BRANCH

Interviewer/underwriter **DT** DEALER TRACK

Underwriting Codes

Model approved	M2	MODEL APPROVED	Requirements failed	MU	SUBMIT FOR UNDRWRING
Model failed	MF	MODEL FILTER FAIL UW	Incomplete application	MA	APP INCOMPLETE

Always approve loan from this channel Amortize loans from this channel

All incoming applications will be assigned to this branch.

It is recommended that you use a non-employee user ID as this is only used for the Interviewer ID.

If you have a decision model, these codes are automatically assigned to the incoming app loan based on the decision results.

Check this box if no credit report is needed.

Check this box if the loan should use the GOLD amortization calculations.

- TIP: Always assign your delivery channel to branch 01 unless you have an indirect department at another branch. Then use that branch. (If your indirect dealer is only at branch 03, then use that branch.) This is since you sort the loan queue by branch when working the loan app (or if you use the filters to sort by delivery channel). It makes it easier to find the loan applications that are coming in through the indirect process to work them.
- TIP: It's a good idea to create an employee ID for this process called "DT DealerTrack" or "IN Indirect." This way you can set up a user that does not have menu security assigned to it. (In the comment line in the security screen add that there is no menu access. This is helpful for auditors.

After using Enter you will advance to this second detail screen.

Second Detail Screen (Screen 3)

Session 0 CU*BASE GOLD Edition - Configure Loan App Delivery Channels

Delivery channel **DT** **DEALER TRACK**

Collateral Type / Description		Collateral Type / Description	
AU	AUTO		
CC	CREDIT CARDS		
M1	MORTGAGE		
1R	RECREATIONAL		
2M	MARINE		
3C	MOTORCYCLE		

■ Change ■ View ■ Change ■ View ↑ ↓

BT (4553)

Each type needs its own loan product cross-reference and dealer stipulations.

These are all the loan types you could potentially see coming in from this channel. (What appears on this screen is dependent by vendor.)

Select the loan type and Change to attach the loan product.

Attaching a Loan App Delivery Channel

Credit unions can configure multiple vehicle years with a variety of products (that can be attached to the same year of the collateral) with any length of term. This screen lists the products associated with the various collateral years. CU*BASE uses this and applies it to incoming loan applications from indirect-delivery channels.

Attaching the Loan App to a Delivery Channel (Screen 4)

Session 1 CU*BASE GOLD Edition
File Edit Tools Help Options

Configure Loan App Delivery Channels CHANGE

Delivery channel DT Dealer Track
Collateral type AU AUTOMOBILE

From	To	New	Term	Used	Term	Demo	Term
2018	2019	118	87	118	87	118	87
2018	2019	120	87	120	87	120	87
2018	2019	122	87	122	87	122	87
2018	2019	124	87	124	87	124	87
2018	2019	126	87	126	87	126	87
1992	2017	110	87	110	87	110	87
1992	2017	112	87	112	87	112	87
1992	2017	114	87	114	87	114	87
1992	2017	116	87	116	87	116	87
1992	2017	117	87	117	87	117	87

Change
 Delete
 View
 Copy

Add

FR (4554) 1/15/18

Use Add (F6) to add additional products for new, used and demo loan products for collateral years you select.

If you renumber your loan products that are attached to this table, you will need to reconfigure this table as well. Deleting a collateral type on this screen will not affect existing loans or loan applications.

- NOTE: Collateral years will need to be updated each year to keep your products in line with current vehicle offerings.

These ranges are for the age of the collateral.

Close-Up of Screen 4 (Show on Previous Screen)

CU*BASE loan product codes for “new,” “used,” and “demo” items.

Delivery channel	DEALER TRACK							
Collateral type	AU	AUTO						
From	To	New	Term	Used	Term	Demo	Term	
2018	2019	101	84	101	84	101	84	
2018	2019	102	72	102	72	102	72	
2018	2019	103	60	103	60	103	60	
2018	2019	104	48	104	48	104	48	
2018	2019	105	36	105	36	105	36	

This screen shows the loan terms (in months) for “new,” “used,” and “demo” items.

- NOTE: Indirect-delivery channels support loan applications that are submitted for any length of term. For example, if a dealer selects a new car with a term of 67 months, **CU*BASE assigns the percentage rate of the next higher term product**. If the credit union also has a DealerTrack product with a 72-month term and a rate of 7%, then this loan application will be accepted in CU*BASE with the 67-month term at 7%.
- TIP: It is a good idea to create a date range outside the parameter you generally accept to catch loans that you might not generally underwrite, to build a delivery channel that falls outside of your range (older collateral year range for example). These may not be approved as is but can then be worked with the counter offer feature. This is done in the CU*BASE side since this loan does not immediately go back to the dealer.
- NOTE: When setting up the initial delivery channel configuration a Lender*VP team member will handle the initial configuration. After signing up with a vendor of your choosing please have a copy of your current rate sheet for the products you plan to offer.

From this screen select a year and Change to modify a loan app delivery channel on the detail screen.

Loan App Delivery Channel Detail Screen (Screen 5)

Session 1 CU*BASE GOLD Edition -
File Edit Tools Help

Configure Loan App Delivery Channels CHANGE

Delivery channel DT Dealer Track
Collateral type AU AUTOMOBILE
Collateral year From 2018 To 2019

Product Codes

New	118	NEW VEHICLE 72 MONTHS INDIRECT
Used	118	NEW VEHICLE 72 MONTHS INDIRECT
Demo	118	NEW VEHICLE 72 MONTHS INDIRECT

Loan Stipulations

VEHICLE AS COLLATERAL, need current income verification,	
must be member of ABCCU or establish membership, completed	
cross collateralizton form with two references required,	
notice to provide insurance and proof of insurance, signed	
price you pay for credit form, nada or MSRP, and original	
credit app.	
Please record FCU as lienholder.	

Copy in Stipulations

← → ↑ ↓ ⏪ ⏩ 🔗 ⓘ ? @

FR (4555) 1/15/18

For your CU*BASE loan product codes.

Use this section to populate the “Loan Stipulation” section.

Use this screen to associate different products (for new, used and auto) with a selected range of collateral years. Enter the collateral year range. Then use the lookup to select the appropriate products for new, used and demo. Enter the stipulations you would like to be sent back to the dealer for every loan application. (This goes out to the dealer with the approval or counter offer.) *What do you want to tell the dealer you must have to close the deal?* Press Enter to save. This stipulation will now be available to copy to additional years.

When you create additional products on this screen, use *Copy in Stipulation* (F18) (see bottom button of the screen above) to copy the saved stipulations to the new product. You will be presented with a list of the existing products. Select the stipulation to copy. (You can always tweak the stipulations after you copy them.)

CONFIGURING LOAN PRODUCTS FOR INDIRECT CHANNELS

Loan Product Configuration (Tool 470), Select a Loan Product, and then “General Loan Information”

Check the box next to “External loan delivery channels” if you want this product to be available for one or more of your delivery channels.

Are your prices the same for your member direct loans as your external delivery channels?

These are the settings that will be used when applications are received via an external delivery channel

Product Configuration

Product # 002 NEW VEHICLE 72 MONTHS

Loan category 14 NEW VEHICLES Low 1.890

Corp ID 01 High 25.000

Use application workflow style 001 (blank = standard)

Product code base rate 2.740

Loan fees to be included in modified APR 40.00

Default collections officer XX Miscellaneous coverage on loan

Require Dealer/Indirect ID Run loan deal filters

Amortization/External Loan Delivery Channel Defaults

Variant 0.000 Rate 0.000 - Or - Use risk-based pricing

Frequency code M Purpose 01 Delinquency code 3 Variable rate code 000

of payments 72 Security code 02 Collateral type A ECOA code I

Loan Quoter Defaults

Quote multiple payments Payment in final Loan type Balloon Lease General

Variant 0.000 Rate 2.740 Rate var + 0.500 - 0.000

of payments and frequency A) 072 M B) 063 M C) 051 M

Amortization term for balloon loans A) 000 B) 000 C) 000

Recalculate

Rate History

FR (3272) 1/15/18

- TIP: Loan products can even be set up exclusively for use by external delivery channels.

Some things to consider when creating products exclusively for your external delivery channels:

- **Are your prices the same for your member direct loans as for your external delivery channels?** Check your “Product code base rate.” (See picture above.)
- **Are your procedures the same?** Return to the Loan Product entry screen and select “Checklist” from the next window.
- **How are you managing the risk-based pricing for external delivery channels?** Use Enter from the screen shown above to see the screen on the next page.

Loan Product Configuration - Risk Based Pricing

Session 1 CU*BASE GOLD - File Edit Tools Help

Amortization Defaults - Risk Based Pricing CHANGE

Product # **016 NEW AUTO LEASE**
 Loan category **33 NEW AUTO LEASE** Low **1.890** High **25.000**
 Corp ID **01** Product code base rate **2.500**

Level	Tier	From	To	Rate	Tier	From	To	Rate	Tier	From	To	Rate	Tier	From	To	Rate
	1	730	9999	2.500	2	0000	0579	14.800	3	0580	0599	11.800	4	0600	0639	10.800
	5	0640	0679	5.500	6	0680	0729	3.500	7	0000	0000		8	0000	0000	

Change
 Delete
 View
 ↑ ↓

Add New Level
History

FR (5769) 1/15/18

This screen shows the risk-based pricing set up for the loan product.

Configuring Indirect Dealer Information (Detail)

Session 0 CU*BASE GOLD Edition - TEST CREDIT UNION
File Edit Tools Help

Indirect Dealers CHANGE

Scan e-Document
Imaging Solutions

Corp ID: 1
Dealer #: 1
Company name: M & M DODGE
Description: M & M DODGE
Address 1: 123 W MAIN
Address 2:
City: ANYCITY
State: MI
ZIP/postal code: 11111 0000

Contact name: SAN SMITH
Contact phone: 5555555555
Fax phone: 5555555555

Reserve %: 1.250
Default reserve amortization term: 24

WU (2263) 9/17/18

This is the second screen used to add or modify dealer information. In addition to name and address information, this screen is also used to record the reserve percentage allotted for this dealer. Each loan amount that is attached to this dealer will be multiplied by this percentage to calculate the reserve amount.

All fields are optional, except for the Dealer # and Company Name. Below is a description of the fields used to calculate the reserve percentage and monthly reserve expense.

<i>Field</i>	<i>Description</i>
Reserve %	(Optional) This field is used to record the reserve percentage allotted for this dealer. Enter an amount using <i>three</i> places past the decimal point. All loans attached to this dealer will be multiplied by this percentage to calculate the reserve amount. For example, if this dealer receives a reserve of 1.25% for each loan sold to the credit union, enter 01250 here (as shown above.)
Default reserve amortization term	(Optional) Used for calculating the monthly reserve expense when the loan is linked to a dealer but can be overridden at the loan level. This field is not required and can be added when the loan is linked to the dealer.

INTEGRATING CU*BASE AND INDIRECT DEALERS -

INTEGRATION MANAGER USER GUIDE

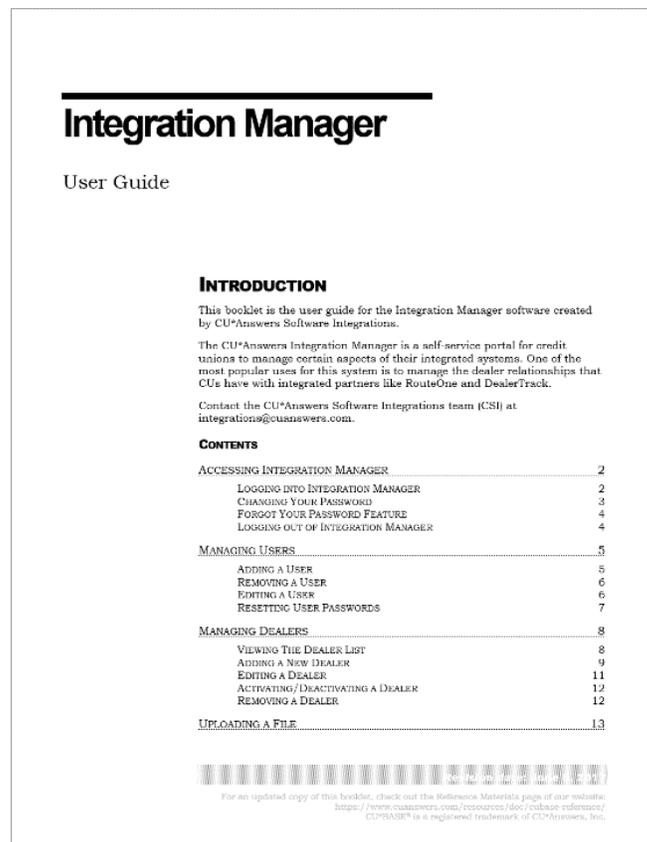
After adding the dealers to CU*BASE, you also need to add them to the Integration Manager that provides the connectivity between the indirect dealer and CU*BASE.

Use the Integration Manager User Guide to learn more about:

- Adding a user
- Assigning and changing a password
- Adding a new dealer

Access this booklet with the following link:

<https://www.cuanswers.com/wp-content/uploads/IntegrationManagerUserGuide.pdf>



WORKING WITH LOAN APPLICATIONS FROM EXTERNAL DEALERS

Just like any loan request, the loan request from the indirect lender appears in the Loan Request Queue.

Loan Request Queue

The screenshot shows the 'Work/View Application Status' window. The 'Filter by' section includes filters for UW status, Product code, Interviewer ID, Interviewer branch, Dealer, Delivery channel, Underwriter ID, Business unit, and Loan category. The table below shows application records with columns for App #, Applicant Name, App Date/Time, DC, Decision, Int ID, and Action. A callout box highlights the 'DT' in the DC column of the record with App # 218080, stating: 'The DT in the DC column indicates that this request comes from an indirect lending channel (DealerTrack).'

App #	Applicant Name	App Date/Time	DC	Decision	Int ID	Action
218093		Aug 30, 2016 15:37	CU	Fail Fltr	89	Model-Requested
218085		Aug 23, 2016 14:12	CU	Rvw Deal	92	
218084		Aug 22, 2016 10:08	CU	Rvw Deal	89	
218082		Aug 16, 2016 11:53	CU	Pass Dcsn	92	Model-Requested
218079		Jul 26, 2016 02:05	HB	Fail	96	Model-Requested
218080		Jul 26, 2016 04:17	HB	Fail	96	SUBMIT - MSO/MSR
218039		Jul 25, 2016 15:55	DT	Fail Fltr	55	PENDING - NEED INFO
218043		Jul 25, 2016 09:04	CU	Fail Deal	TR	PENDING - NEED INFO
217904		Jul 25, 2016 16:16	CU	Pass Dcsn	TR	Model-Requested
218056		Jul 25, 2016 10:17	CU	Fail Deal	60	
217935		Jul 25, 2016 17:07	CU	Fail Fltr	14	PENDING - NEED INFO
217935		Jul 25, 2016 11:33	HB	Pass Deal	SH	APPROVED

Identifying Loans from Indirect Lenders

You can identify it as an indirect loan request because the DC column contains the two-letter indicator for the vendor. (In the example above, DT stands for DealerTrack.) You can also apply a filter the loan to show only loans from a specific vendor by using the Delivery Channel filter at the top of the screen.

DealerTrack and RouteOne support the ready to look model and Counteroffer Exchange, so the following section will cover this process. If the vendor was “ready to book,” the loan officer would simply book the loan by creating it. (This is the final step of the “look to book” process.)

REQUESTING A COUNTER OFFER (2-WAY COMMUNICATION)

If your vendor is Route One or DealerTrack, you can use the Counteroffer Exchange interface to request a change of the loan request.

- For example, you might want to change the term of the loan from 72 months to 68 months.

The Counteroffer Exchange supports the exchange of comments between the dealer and the credit union.

1. After the lender submits a loan request to the credit union, the credit union has an option to place a counteroffer decision on the loan.
2. The lender has the option to post comments to the credit union through their management system. (NOTE: The lender can send comments in the initial loan request. There is a three-message limit per request.)
3. When the lender submits comments, the credit union receives an email notification and can use a link provided to access the Counteroffer Exchange portal to reply to the message. Messages can be exchanged back and forth in this manner.
4. The credit union approves or declines the loan request.

Email Notifications

On the CU side of this process, the email notification is the trigger that begins the Counteroffer Exchange conversation. When the dealer submits a comment, the CU will receive a notification that contains a URL. This URL will take the user to the Counteroffer Exchange portal. Once there, the CU will be able to view the conversation and post back their comments if they wish.

An example of the email notification:



The Portal

After following the link provided in the email notification, the CU is taken to the Counteroffer Exchange portal. This is where they can view information about the deal, the conversation history, and submit a reply to the conversation. If there is a decision applied to the application, the decision will appear as a different color and provide the stipulations from the decision as part of the conversation.

To post a new comment, the user will type the message in the box and click Send. Assuming the new comment is successfully posted, they will receive a success message and the conversation history will be updated.

Counteroffer Exchange Portal



Deal Information:	Vehicle Information:
Application ID: 31154	Vehicle Year: 2016
Application Date: 2016-01-26 15:08:37	Vehicle Make: ACURA
Requested Term: 48	Vehicle Model: ILX
Estimated Finance Amount: 34500	Vehicle Trim: 4DR SDN
Requested APR:	

At 2016-01-26 15:11:15 **Application Counter Stipulations:**

Give us more money

At 2016-01-26 15:12:03 **Dealer said:**

We don't have more money, but we do have a riding lawn mower?

At 2016-01-26 15:13:42 **You said:**

We'll take that into consideration and decision shortly

At 2016-01-26 15:22:10 **Application Approved Stipulations:**

Give us more money

You have 1000 characters left

Send

Message Archival

During the Counteroffer Exchange conversation, each message that is exchanged is stored within the CU*BASE system. These messages are archived in the collateral comments for the target application.

Collateral Record with Counter Exchange Notes

Session 2 CU*BASE GOLD Edition - TEST CREDIT UNION				CHANGE	
Collateral Identification					
Account base	JOHN Q MEMBER	Item #	001		
Application #	41521	Purpose	2	AUTO	
Loan category	12	NEW CAR LOANS	Security	1	UNSECURED
Loan amount	35,000.00				
Comments					
SUBMITTER: JOE DEALER; HOUSING PAYMNET: 300; REQUESTED TERM: 72 MONTHS; NEW CAR; MILEAGE: 15; CASHE SELLING PRICE: 37000; TIL ESTIMATE: 500; CASH DOWN: 2000; INV AMOUNT: 32000; SALES TAX: 3000; UNPAID BALANCE: 35000; TRIM: 4DR 2.4L; COMMENTS: LOAN TERM IS BEYOND OUR LIMIT, COUNTER WITH 60 MO MEMBER AGREES TO 60 MONTH TERM, WE WILL CREATE THE LOAN BASED ON 60 MONTH TERM					
Press Ctrl plus Enter for a new line.					

BOOKING THE LOAN

Once the loan is submitted by the vendor, it will appear in your loan queue. You will work it as any other loan application. Following are directions for what you will do when you book these special kinds of loan applications.

Notifications

Your vendor may support notifications when an indirect dealer loan request appears in your queue. Contact Lender VP for details on how to sign up for these notifications.

Indirect Lending Application – Loan Request Recap Screen

Session 0 CU*BASE GOLD - TEST CREDIT UNION
File Edit Tools Help

Loan Request Recap

 Application # 40841

Account base 17956 JOHN Q MEMBER [Clear App Data](#)

Loan category 19 NEW AUTO INDIR App created YES
Loan product 103 NEW AUTO INDIRECT 60 MONTHS App date Nov 26, 2018
Account open reason code

Processing Details		Payment Summary	
Disbursement date	Nov 26, 2018	Amount requested	30,000.00
First payment date	Dec 26, 2018	Total amount financed	30,000.00
Maturity date	Nov 26, 2024	+ Total finance charges	0.00
Amort term date		+ Total CDI premiums	0.00
Frequency	MONTHLY	+ Total SCL premiums	0.00
Payment	0.00	+ Total JCL premiums	0.00
Final payment	0.00	Total amount in payments	30,000.00
# of payments	072	Misc coverages in loan	0.00
Interest rate	2.000 %	Other misc coverages	0.00
Modified APR	2.000 %		
Loan fees to include in modified APR	0.00		
Dealer/Indirect ID	ABCD INDIRECT		

[Edit Loan](#) [Centralized Underwriting](#) [External Loan App](#)

[UW Comments](#) Code [RR](#) [APPROVED](#) Deal filter run

[Checklist](#) ID [04](#) [BETH](#)

[Save/Done](#) PW [\(Control On\)](#) [Create Loan Account](#)

[Override](#) [OTB Approval/Denial](#)

[View/Print Amort](#) [Deny Loan](#)

WU (5122) 11/29/18

At this point you are ready to book the loan. From the Loan Request Recap screen select Create Loan Account as usual. This will take you to the Loan Creation screen.

Loan Creation Screen

Session 0 CU*BASE GOLD Edition - TEST CREDIT UNION
File Edit Tools Help

Loan Creation

Loan account # 17956 JOHN Q MEMBER
Loan category 19 NEW AUTO INDIR
Application # 40833
Co-borrower
Open date Nov 29, 2018
Account open reason code

Printer HCB70
Drawer 2

Note Information

Assign account type 716 Low 710 High 719
 Include in open-end loan contract

Approval ID 04 Collector ID Interviewer ID 04
File verification date Dec 19, 2018 [MMDDYYYY] Credit report # (Primary borrower) CU risk level

i If a recent credit report exists for this member, the Credit report # and CU risk level fields will be filled in automatically, using the most recent report on file for the primary borrower. This links the report to this loan so that it will be archived and available for viewing throughout the life of the loan. Any additional signers on this loan will also be linked to the most recent credit report in their name, if one exists in the file.

Additional Information

Collateral Link to dealer Additional signers Variable rate loan Account nickname
 Automatic transfer Participation loan Payment matrix Credit card maintenance
 Payroll deduction Disburse funds Pledged shares ACH maintenance

Selected forms: Select selected

Unlock Fields View Credit Report

← → ↑ || 🖨️ 🔗 ⓘ ? @ WU (2346) 11/29/18

Since this is an indirect loan, *Link to dealer* is checked by default. In order to print a check to the dealer, also check *Disburse funds* as shown above.

Then you may need to enter a Collector ID. Use Enter to move to the screen where you link the dealer to the loan.

When you first come to the *Link Dealer to Member Account* screen (shown below), the *Reserve %* and *Reserve Amortization term* fields will be blank. Select a dealer and if they are configured in the dealer configuration, you can use Enter to fill in the *Reserve %* and *Reserve amortization term*. You can also manually enter this information.

- You can override the default *Reserve %* and *Reserve Amortization term*. In this case click *Recalc Reserve Amt* (lower right button) to recalculate the *Reserve amount*.

Select whether this is a dealer loan or dealer lease with the *Dealer Relationship type* selections.

Link Dealer to Member Account Screen

The screenshot shows the 'Link Dealers to Member Account' screen. The window title is 'Session 0 CU*BASE GOLD - TEST CREDIT UNION'. The screen has a blue header with the title and an 'ADD' button. Below the header, there are input fields for 'Account #' (17956), 'Dealer ID' (1234), and 'Closed sequence #' (0). There are radio buttons for 'Dealer relationship type' with 'Dealer loan' selected. Other fields include 'Original loan amount' (.00), 'Reserve %' (3.000), 'Reserve amortization term' (36), and 'Reserve amount' (0.00). A 'Comment' field is present below these. At the bottom, there is a blue bar with buttons for 'Save/Update', 'Unlock Fields', and 'Recalc Reserve Amt', along with navigation icons and a date 'WU (6531) 11/29/18'.

The loan is now linked to the dealer. Now use *Save/Update* (F5) to move to the disbursement screen.

Loan Disbursement Screen (Upon Entry)

Session 0 CU*BASE GOLD - TEST CREDIT UNION
File Edit Tools Help

Loan Disbursement

Account 17956-719 JOHN Q MEMBER SSN/TIN [REDACTED]

Loan Details

Category 19 NEW AUTO INDIR Opened Nov 29, 2018
 Security 04 NEW CAR Matures Nov 26, 2024
 Purpose 02 AUTO Disbursement limit 30,000.00
 Process type E CONSUMER LOAN/CLOSED Total disbursed 0.00

Disbursed by	Amount	Account/Check #	IRA/HSA	Session Totals
Cash	0.00			Cash 0.00
CU check	0.00			C/U check 0.00
Member transfer	0.00	000000000 000	<input type="checkbox"/>	Draft payable 0.00
G/L transfer	0.00	Code <input type="checkbox"/> or G/L acct <input type="checkbox"/>		Member transfer 0.00
				G/L transfer 0.00
				Net available 30,000.00

Pay to the order of JOHN MEMBER Remitter MEMBER JOHN

123 MAIN STREET
APT 11
ANN CITY MI 12345 7890

New Account
Misc Accounting Checks
Pay To Dealer

← → ↑ || ? @ WU (5302) 112918

Upon entry, the Loan Disbursement screen displays the loan information and allows you to disburse to the member. To select the dealer as the payee, select *Pay To Dealer* (button lower left). A pop-up window appears showing a list of dealers configured on the system. Select a dealer from the list, and the dealer information will populate the *Pay to the order of* section of the screen.

Loan Disbursement Screen (Dealer Pay to Information Included)

Session 0 CU*BASE GOLD - TEST CREDIT UNION
File Edit Tools Help

Loan Disbursement

Account 17956-719 JOHN Q MEMBER SSN/TIN [REDACTED]

Loan Details

Category 19 NEW AUTO INDIR Opened Nov 29, 2018
 Security 04 NEW CAR Matures Nov 26, 2024
 Purpose 02 AUTO Disbursement limit 30,000.00
 Process type E CONSUMER LOAN/CLOSED Total disbursed 0.00

Disbursed by	Amount	Account/Check #	IRA/HSA	Session Totals
Cash	0.00			Cash 0.00
CU check	0.00			C/U check 0.00
Member transfer	0.00	000000000 000	<input type="checkbox"/>	Draft payable 0.00
G/L transfer	0.00	Code <input type="checkbox"/> or G/L acct <input type="checkbox"/>		Member transfer 0.00
				G/L transfer 0.00
				Net available 30,000.00

Pay to the order of M & M DODGE Remitter MEMBER JOHN

123 W MAIN
KALAMAZOO MI 11111 1000

New Account
Misc Accounting Checks
Pay To Dealer

← → ↑ || ? @ WU (5302) 112918

Loan Disbursement Screen (Check Amount Entered)

Session 0 CU*BASE GOLD - TEST CREDIT UNION
File Edit Tools Help

Loan Disbursement

Account 17956-719 JOHN Q MEMBER SSN/TIN [REDACTED]

Loan Details

Category 19 NEW AUTO INDIR Opened Nov 29, 2018
 Security 04 NEW CAR Matures Nov 26, 2024
 Purpose 02 AUTO Disbursement limit 30,000.00
 Process type E CONSUMER LOAN/CLOSED Total disbursed 0.00

Disbursed by	Amount	Account/Check #	IRA/HSA	Session Totals
Cash	0.00			Cash 0.00
CU check	25,000.00			C/U check 0.00
Member transfer	0.00	00000000 000	<input type="checkbox"/>	Draft payable 0.00
G/L transfer	0.00	Code <input type="checkbox"/> or G/L acct <input type="checkbox"/>		Member transfer 0.00
				G/L transfer 0.00
				Net available 30,000.00

Pay to the order of M & M DODGE Remitter MEMBER JOHN
 123 W MAIN
 KALAMAZOO MI 11111 1000

New Account
 Misc Accounting Checks
 Pay To Dealer

← → ↑ || 🖨️ 🔗 ⓘ ? @ WU (5302) 11/29/18

Enter the amount of the check in the *CU Check* field and use Enter. An OFAC scan will be run.

OFAC Scan

Session 0 CU*BASE GOLD Edition - TEST CREDIT UNION
File Edit Tools Help

OFAC Name Breakdown

Entered name M & M DODGE
 First name M
 Middle initial &
 Last name M DODGE

Countries on Suspect List

Country ID	Country Name
	BALKANS
	CRIMEA
	DARFUR
BY	BELARUS
CD	DEMOCRATIC REPUBLIC OF THE CONGO
CI	COTE D'IVOIRE
CU	CUBA
IQ	IRAQ

↑ ↓

i To properly perform the OFAC scan, please break the entered name down into first name, middle initial (if applicable), and last name. The first and last name fields are required.

Organization Account
 Continue

← → ↑ || 🖨️ 🔗 ⓘ ? @ WU (3665) 11/29/18

Complete the OFAC scan, and then use Cancel (up arrow). The check will print at your check printer.

LINKING INDIRECT LOANS

You can view your indirect loans in a dashboard format, where they can be viewed, updated or deleted.

Tool #438 Link/View Member Loans

Session 0 CU*BASE GOLD - SUCCESS CREDIT UNION

File Edit Tools Help

Indirect Loan Dashboard

Corp ID: 01 Dealer: selected Dealer relationship type: Dealer loan Dealer lease

Account #: Loan category: selected

Account #	Dealer	Name	Current Balance	Interest Rate	Date Opened	Reserve Amount	Amort Term	Cmts	Closed
790	A 200		.00	4.250	Oct 12, 2010	1,205.00	360	Y	W
705	A 200	ENNIS	.00	3.625	Oct 18, 2010	.00			W
610	A 35	IE	26,829.04	4.740	Oct 06, 2017	.00			
715	A 200	MAN	66,666.53	5.000	Jun 28, 2013	.00			
605	A 18		9,042.62	2.490	Oct 20, 2015	396.79	72	Y	W
790	A 200	STEVEN	106,116.07	3.875	Nov 04, 2013	.00			
790	A 200	CHARLES	63,119.46	4.500	Apr 03, 2014	.00			
846	A 200	EL	.00		Jul 10, 2013	.00			
605	A 35	KENNETH	16,151.43	2.490	Dec 05, 2015	.00			
705	A 200	GARY	158,267.04	3.625	Jun 08, 2016	.00			
705	A 200	RALD	38,537.05	5.000	Sep 07, 2016	.00			
846	A 200		42,645.30		Mar 22, 2017	.00			
605	A 35	JOHN	8,320.11	2.490	May 11, 2015	.00			
846	A 200	EN	14,797.28		Nov 01, 2017	.00			
610	A 34	CK	.00	8.000	Mar 22, 2017	.00			W
605	A 34	CHAELE	30,058.64	2.250	Nov 27, 2017	.00			W
790	A 200	CHAELE	.00	2.625	Feb 25, 2013	.00			W
705	A 200		.00	4.000	Dec 09, 2015	.00			W
611	A 35	TIMOTHY	.00	2.490	Apr 27, 2016	.00			W

↑ ↓

Total balance: 401,881,342.42

F6 (5/21) 5/01/18

This screen is used to attach individual member loan accounts to a specific dealer. When reserve amounts are calculated, all loan accounts which have been linked using this screen will be included in the total reserve for that dealer.

To link a loan use Add/Link (F6). This will reveal a pop-up window that will allow you to link the loan. When done, use Save/Update (F5) to return to this dashboard.

- There are two views for this screen: one showing current balance information and the other showing disbursement limit. Use the toggle (F10) to change what is displayed in the column.
- If you see a W in the Closed column, this means that the loan has been written off. If you see a C in the Closed column, this means that the loan has been closed.
- NOTE: This functionality is allowed only for closed end loans.

MANAGING DELINQUENCY RISK OF YOUR INDIRECT LENDING PORTFOLIO

You may want to re-evaluate your business decision to work with a vendor based on the ratio of delinquent loans initiated at that location. To do so use **Tool #641 Print Dealer Member Delinquency**.

Tool #641 Print Dealer Member Delinquency

From this screen you can use the multiple Select button to filter by dealer. Use Enter to print the report, shown below.

DEAL NO.	DESCRIPTION	ACCOUNT	DLR TYP NAME	CURRENT BALANCE	NEXT PMT DATE	DELINQUENT BALANCE	DELINQUENT MNTS	DELINQUENT DAYS
25	ABC CHEVROLET	12321-610	A ROBERT R MEMBER	15142.75	4/01/10	.00	0	0
		19495-605	A MONICA W MEMBER	26351.68	3/17/10	3333.00	0	18
		23992-605	A LEEANN MEMBER	24057.51	4/02/10	333.00	0	30
		25859-605	A CHRISTINE L MEMBER	14300.97	4/24/10	.00	0	
		33069-611	A DAVID A MEMBER	24131.79	4/10/10	.00	0	
		39919-610	A CLARE MEMBER	13803.00	4/07/10	.00	0	
25	ABC CHEVROLET		14 ACCOUNTS	250603.92		3333.00		
26	DFG CHEVROLET	6442-605	A JAMES S MEMBER	5204.71	4/01/10	.00	0	
		7310-605	A MARGARET A MEMBER	17454.82	4/01/10	.00	0	
		11386-611	A BRANDI S MEMBER	15300.11	3/22/10	.00	0	
		11889-610	A KATI J MEMBER	12704.89	3/27/10	.00	0	
		13392-610	A ANGELA W MEMBER	2599.05	11/17/09	195.10	3	
		20152-610	A MICHAEL H MEMBER	4854.92	3/17/10	.00	0	
		547790-795	A BRUCE A MEMBER	40000.00	4/01/10	.00	0	
		559240-795	A MICHAEL MEMBER	53184.27	4/04/10	.00	0	
GRAND TOTALS -				3135 ACCOUNTS	69994985.55	187506.11		