

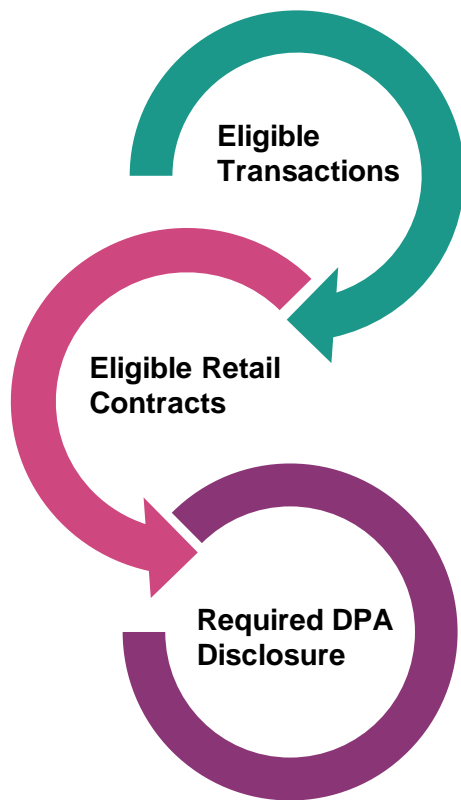
down payment assistance.



Ally is pleased to announce a \$250 down payment assistance (DPA) promotion on qualifying retail transactions for Off Lease Only Orlando (PDN 50997)

Program Period: March 1 – April 30, 2022

Eligible Vehicles: Used and Certified Pre-Owned Models



Ally Standard APR Retail contracts on Eligible Vehicles dated during the Program Period

- Prime and Non-prime
 - No Tier Restrictions
 - Contract Term and Minimum Amount to Finance must comply with current Ally Underwriting Guidelines
 - Commercial & Non-Commercial Transactions
 - Equal Monthly & Custom Payment Plans
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- The dealer must disclose the \$250 as Down Payment Assistance in the down payment section of the contract – **see page 2 for details**
 - If the DPA cannot be properly disclosed on the contract or if the contract does not have a 'Rebate' or 'Other' line in the Down Payment section, then Dealers must include the DPA Confirmation form with the contract package – **page 3 DPA Confirmation form**

Compatibility:

- ✓ Not compatible with any other Ally promotion in the market (i.e., other DPA promotions, Dealer Bonus Cash, Payment Deferrals, etc.)
- ✓ Compatible with Ally Dealer Rewards (Volume Targets & Reward) and Ally Additional Advance Programs

Important Notes:

- When dealer submits the draft, dealer will receive the DPA amount automatically through SmartCash as a "Misc. To Dealer" item; when dealer does not submit a draft, dealer will receive the DPA amount with the proceeds when the contract is booked
- Standard DFI parameters apply
- A completed Contract Rate Verification form must be submitted with each contract package

Questions? Contact your Ally Account Executive or Underwriter

Contract Disclosure Requirements

Disclosure Information:

Down Payment Assistance (DPA) should be separately and clearly disclosed in the 'Other Down Payment' area of the Down Payment section of the Retail Installment contract. If the DPA is not properly disclosed on the contract, dealers are required to submit a Down Payment Assistance (DPA) confirmation form with the contract package in order to be reimbursed for a DPA promotion.

- ✓ Down Payment Assistance amount should be disclosed on the 'Other' line of the Down Payment section of the retail installment sales contract in all states except California. In California the DPA should be combined with any manufacturer rebate and disclosed in the downpayment accordingly or deducted from the cash selling price of the vehicle. If combined with any manufacturer rebate in California, dealers should identify the portion attributed to DPA on the Manufacturer's Rebate disclosure (e.g., "includes \$250 DPA").
- ✓ DPA can be listed as: Down Payment Asst, DPA, or Rebates/DPA.
- ✓ If there is a designated Manufacturer (OEM) Rebate line on the contract, any such rebate should be disclosed accordingly. If the form does not have a designated line, the Manufacturer rebates should be disclosed on the 'Other' line in the down payment section and appropriately disclosed.
- ✓ If the contract does not have a 'Rebate' or 'Other' line in the Down Payment section, then the DPA confirmation form is required (See the DPA Confirmation form).
- ✓ Ally requires that dealers include the Down Payment Assistance (DPA) Confirmation form in the contract package when DPA is not or cannot be properly disclosed on the contract.

Bankers Example:

DPA \$250 shown is for example purposes only. This amount should match the promotional DPA amount (i.e., \$250, \$350, \$500, etc).

Itemization of Amount Financed	
a. Cash Price of Vehicle, etc. (incl. sales tax of \$ _____)	\$ _____
b. Trade-in allowance	\$ _____
c. Less: Amount owing, paid to (includes k):	\$ _____
d. Net trade-in (b-c; if negative, enter \$0 here and enter the amount on line k)	\$ _____
e. Cash payment	\$ _____
f. Manufacturer's rebate	\$ 500.00
g. Deferred down payment	\$ _____
h. Other down payment (describe) DPA	\$ 250.00
i. Down Payment (d+e+f+g+h)	\$ 750.00
j. Unpaid balance of Cash Price (a-i)	\$ _____

Note: Any handwritten change or strike through needs to be initialed by the Buyer & Co-Buyer (if applicable). **Failure to disclose the DPA accurately will prevent dealer payment.**

Law Example:

DPA \$250 shown is for example purposes only. This amount should match the promotional DPA amount (i.e., \$250, \$350, \$500, etc).

ITEMIZATION OF AMOUNT FINANCED	
1 Cash Price (including \$ _____ sales tax)	\$ _____ (1)
2 Total Downpayment =	
Trade-In _____ (Year) (Make) (Model)	
Gross Trade-In Allowance	\$ _____
Less Pay Off Made By Seller	\$ _____
Equals Net Trade In	\$ _____
+ Cash	\$ 500.00
+ Other Down Payment Asst	\$ 250.00
(If total downpayment is negative, enter "0" and see 4l below)	\$ 750.00 (2)
3 Unpaid Balance of Cash Price (1 minus 2)	\$ _____ (3)

Note: Dealers will only be reimbursed for the DPA when the DPA is properly disclosed on the contract, or when the completed DPA Confirmation form is included in the contract package.

Questions? Contact your Ally Account Executive or Underwriter



Ally Down Payment Assistance Confirmation

We confirm that Ally Down Payment Assistance, in the amount listed below, has been applied to the downpayment for the referenced vehicle that is being financed.

Ally Down Payment Assistance Amount: \$ _____

Buyer Name: _____

Co-Buyer Name (if applicable): _____

VIN: _____

Dealer
Signature: _____ Date _____

Buyer
Signature: _____ Date _____

Co-Buyer
Signature: _____ Date _____
(if applicable)