



FAST FACTS

CEO AUTO LOANS



What is CEO? Visit us on the web at www.irc-ceo.org

The IRC's Center for Economic Opportunity (CEO) is a national, non-profit financial institution that offers small-dollar consumer and business loans to New Americans and other credit-thin individuals. We offer practical loans at affordable rates that promote upward economic mobility of our borrowers.

What are CEO Auto Loans?

CEO Auto Loans are fixed-rate installment loans to finance a vehicle purchase.

Who can apply?

CEO's loans are designed to help individuals engaged with our partner's related economic development programs. As with all CEO loans, applicants must complete training on credit. For Auto Loans, CEO also requires that all applicants complete a basic Auto Purchase training. Some partners may have additional requirements for program participation depending on local capacity – ask your local partner about any additional terms.

It is important to note that being *eligible to apply* for an Auto Loan is very different than being *approved for a loan*. Please review the document titled [How CEO Makes Loan Decisions](#) for important information on getting approved for a CEO loan.

What are the loan terms?

Maximum Amount	\$20,000
Maximum Term	72 Months
Interest Rate	6.49% - 8.99% (with Digital Package*)
Fee assessed at closing	2%*

- ✓ **No hidden fees**
- ✓ **No late fees**
- ✓ **No insufficient funds fees**
- ✓ **No prepayment penalties**
- ✓ **No strings!**

*Depending on the state and loan amount, the fee may be less than 2%. Interest rates shown reflect discount of –1% for enrollment in CEO's Digital Package – which includes electronic disbursement, automatic repayments, e-billing, and SMS account updates.

*See [How CEO Determines Interest Rates](#) for more information on how we price loans.

How much will it cost?

The monthly payment amount will depend on the total loan amount and the number of months to repay. Generally, the longer the repayment on a loan, the lower the monthly payments but the higher the total interest paid will be. As with all CEO loans, rates are fixed and will *never* increase after you sign your contract. The table below offers several examples of total costs and estimated monthly payments for various loan sizes and terms.

Loan Amount	Term to Repay	Est. Monthly Payment	Total Interest & Fees Paid**
\$8,000	36 months	\$259	\$1,340
\$12,000	48 months	\$304	\$2,617
\$15,000	60 months	\$317	\$4,052

**Total interest and fees paid includes the 2% closing fee and assumes the max interest rate of 8.99%.

Other things to consider

- ✓ Know your credit score! CEO's Auto Loans are great for those without good credit, but if you already have excellent credit you may get a lower rate from another lender.
- ✓ CEO must be listed as first lienholder on all vehicles financed.
- ✓ Don't forget about insurance costs! Approved borrowers *agree to **secure and maintain comprehensive + collision + uninsured motorist coverage with policy limits of at least 75% of the resale value of the car.*** If you ever get into an accident, this level of insurance will help you pay your loan and protect your financial health – so be sure to budget in advance.
- ✓ If the sales price of the car is less than the approved loan amount, borrowers may receive funds up to 10% of total car sale price to help cover costs such as registration, taxes, or insurance. For example, you may be approved up to \$12,000 and the car you find has a total sale price of \$10,000 – then you have the option to take up to \$1,000 (10%) in cash, resulting in a total loan of \$11,000.

How to apply

1. Connect with your financial coach to get details on how to complete a CEO Loan Application. Here are the items you'll need:
 - ✓ Personal e-mail address
 - ✓ Valid government-issued Driver's License
 - ✓ US Bank account + Voided check/Direct Deposit Form
 - ✓ 2 most recent monthly bank statements
 - ✓ 2 most recent pay stubs
2. Your financial coach can help you complete your application (loan decisions are usually made within one week of application).
3. If approved, you can begin looking for a vehicle right away! Your approval is good for **60 days**. Once you find a car you like, simply show the dealer your CEO Loan Approval e-mail and they are instructed to send us the Bill of Sale. If the vehicle meets our ["Good Deal" Auto Purchase standards](#), we will have the contract ready for your signature within two (2) business days.
4. We will send you the loan contract to sign electronically. Once signed, we will send funds directly to the dealer and you can contact the dealer to pick up your new car.
5. Funds are usually available within two (2) business days after signing the loan contract – most dealers are happy to let customers take possession of the vehicle immediately, however, some may want to wait until CEO's payment is fully processed by the bank.

Your local contact will be able to answer any additional questions you might have.

For California Residents
-CA FINANCE LENDER'S LICENSE #60DBO54868
-LOANS MADE OR ARRANGED PURSUANT TO CALIFORNIA FINANCE LAW LICENSE
-FOR INFORMATION CONTACT THE DEPARTMENT OF BUSINESS OVERSIGHT, STATE OF CALIFORNIA