OpenLending Loans

Submitting Loans for Approval by OpenLending

INTRODUCTION

This booklet is about submitting a loan for approvals by OpenLending. After covering information about activation, configuration, and collateral requirements, it continues with the submission process with and without collateral.

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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/ CU*BASE[®] is a registered trademark of CU*Answers, Inc.

ACTIVATION AND LOAN DELIVERY CHANNEL CONFIGURATION

Lender*VP will assist you with this part of the configuration.

ACTIVATE OPENLENDING AS DEFAULT INSURANCE

First, the interface for OpenLending needs to be activated in the Operations side of CU*BASE in the third Master Parameters screen. OpenLending is selected as the default for price quotes for miscellaneous coverage insurance. This is done by selecting the OpenLending code for *Activate interface for default insurance*.

NOTE: If a vendor is removed from the *Activate interface for default insurance* field, the system will automatically clear the associated information from the Loan Delivery Channel Configuration.

DEFINE LOAN DELIVERY CHANNEL FOR OPENLENDING

Lender*VP will also assist you with setting your loan delivery channel, so it is available for third party insurance. While they may apply it to all loans originated at your credit union in the Master Parameters, you can also see this configuration for individual loan delivery channels using **Tool #462**-*Loan Delivery Channel Configuration*. In the example below the Online Banking channel is shown.



Loan Delivery Channel Configuration (Tool #462)

Check *Allow default insurance* to allow applications to be sent to Lenders Protection.

COLLATERAL REQUIREMENTS

OpenLending does not require that the loan officer enter collateral information before the application is sent to their interface for a decision. The best practice, however, is to send applications to OpenLending when the collateral information is available.

If the application is sent without collateral, OpenLending will base the approval/denial on a pre-determined Loan to Value (LTV) ratio. While OpenLending will approve an application without collateral and return it to CU*BASE, the application will not be eligible for final certification until valid collateral information is entered.

• Without valid collateral information, OpenLending will reject the application from being certified. *Manual certification through the OpenLending website may be required if a loan is booked without a certification number.*

There are instances when you might decide to send a loan request to OpenLending without collateral, for example to receive pre-approval for a member.

Example

- 1. John Member comes to your credit union for a pre-approval before he has found his new vehicle. Based on his credit score, your loan officer determines that John is a good candidate for a loan with OpenLending.
- 2. Your loan officer sends the application for approval without collateral. If approved, all values used by OpenLending in that decision are subject to change based on the actual collateral tied to the loan.
- 3. John returns and provides information on the vehicle he would like to buy. At that time your loan officer sends a second request to OpenLending for review.

This booklet will first cover how the process works with collateral and all necessary information. Then the booklet will cover situations shown above where you are seeking pre-approval values.

SUBMITTING A LOAN TO OPENLENDING

The following outlines the process your loan officer will follow to submit and certify loan for approval by OpenLending when collateral is added.

OpenLending requires that a housing payment, employment record/income, and credit score are sent with the application to return a decision. If the applicant does not have a mortgage payment returned from their credit report, your loan officer must manually enter a rent amount.

• If the applicant does not have a housing payment, a minimum rent payment of \$1.00 is required.

INITIAL SUBMISSION

When the loan request is complete, it is time to send it to OpenLending for approval.

Click "Send to Third Party" on the Loan Request Recap Screen

oan Request Recap		Application # 68776
Account base 68433 CHARLES ANDERSON	Clear App D	ata Review Decision
.oan category 02 INSTALLMENT LN	App created YES	:
.oan product 007 BOAT/TRAILER/MOTOR	App date Jul 08	, 2021
Account open reason code		
Processing Details	Paym	ent Summary
Disbursement date Jul 08, 2021	Amount requested	20,000.00
irst payment date Aug 22, 2021		
laturity date Jul 22, 2026	Total amount financed	21,200.00
mort term date	+ Total finance charges	1,678.84
requency MONTHLY	+ Total CDI premiums	0.00
Payment 381.32	+ Total SCL premiums	0.00
inal payment 380.96	+ Total JCL premiums	0.00
f of payments 060	Total amount in payments	22,878.84
nterest rate 2.990 %		
Nodified APR 2.990 %	Misc coverages in loan	1,200.00 🔍
oan fees to include in modified APR 0.00	Other misc coverages	0.00
Contact Dealer		
Jit Loan Centraliz	ed Underwriting	External Loan App
W Comments Code 📃 🔍		
necklist ID 🔍		Create Loan Account
ave/Done PW Control Off)	Send to Third Party	OTB Approval/Denial
verride		Deny Loan

Click *Send to Third Party* on the Loan Request Recap screen. This sends the application to Lenders Protection for approval.

The following screen will appear while the interface is launched.

Interface is Launched

券 Session 0 CU*BASE GOLD - CU	*ANSWERS TEST FEDERAL CREDIT U	
File Edit Tools Help		
Loan Reques	t Recap	Application # 68776
Account base	60433 CHARLES ANDERSON	Clear App Data Review Decision
Loan category 02 INST	FALLMENT LN	App created YES
Loan product 007 BOAT	T/TRAILER/MOTOR	App date Jul 08, 2021
Account open reason code		
Session 0 CU*BASE G	OLD - Default Insurance	
Disburs A browser wing	dow is being launched and you will be logged in to the w	endor's site Make your
First pa selection on t	this site as usual.	
Maturit Remember to pr	rint any forms or other documents you need for the membe	r.
Amort t		
Freque When done, ret	turn to this window and use Enter to proceed.	
Payme		
Final p If you do not	wish to make a selection at this time, use backup here a	and close your browser window.
# of pay		
Modifie		
Loan fe $\leftarrow \rightarrow \uparrow \downarrow$	l 🖶 🔗 🛈 ? @	BT (7235)
	Contact Dealer	
Edit Loan	Centralized Underwriting	External Loan App
UW Comments	Code 🦲 🔍	Create Loan Account
Checklist	ID 🦲 🧕	Create Loan Account
Save/Done	PW (Control Off) Send to	o Third Party OTB Approval/Denial
Override		Deny Loan
View/Print Amort		
← → ↑	2 (i) ? @	BT (5122) 7/09/21

The Lenders Protection interface returns a decision to your loan officer.

Decision Page

cuasterisk.com + Lenders Protection		
	Lenders Protection Powered by OpenLending	
A	oplication Status: APPROVED	
Арр Арр Арр	licant: CHARLES ANDERSON lication Number: 68776 lication Date: 07/09/2021	e
Loa	The application has been APPROVED, and is ready for acceptance and validation.	
Rate	Approved : 5.1% 1 60	
Vehi Loar Back	ole Value Retail §41.225.00 Amount \$20,000.00 -ends	
GAP Serv Cred	\$0.00 ice Contracts \$0.00 fit Life \$0.00	
Cred Total Total	it Disability \$0.00 Back-ands \$0.00 Loan Amount \$20,000.00	
Moni (Est Back	thy Payment \$378.34) ←end \$5,000.00	
Call	vance back Information	
Tern 60	<=80% <=85% <=90% <=95% <=99% <=104% <=109% <=113% Retail Front-endRetail Front-end Max LOan Max LTV 5.1% 5.1% 5.1% 5.1% 5.1% 5.1% 540.22554 97.6%	
66 72	50% 5.0% 5.0% 5.1% 5.5% \$43,148,91 104.7% 4.9% 4.9% 5.0% 5.2% 5.6% 5.9% \$45,943,83 111.4%	

In this example, a 5.75 percent rate and a 60-month term were returned.

Decision Page (Cont.)

Terms and Stipulations Required Documentation
 NADA Vehicle Book-out Sheet supporting the Retail value of: \$41,225.00
 Front-end approval of \$20,000.00 must include TTL and fees.
Max backend allowance of \$5,000.00
 Back-end requested of \$0.00 is included in approval and an additional \$5,000.00 is available.
Terms and Conditions
Oldest Auto Model Year: 2012 (Model year switches January 1st)
Approved term depends on actual vehicle mileage of 125,000 or less.
Backend overage may result in rate change
Valid for 30 days from: July 09, 2021
Underwriting Details
Application ID 445492
Pricing Score 767
Credit Depth Thick
Origination Direct
Trade Front-end LTV 51.3%
Trade Final LTV 51.3%
Retail Front-end LTV 48.5%
Retail Final LTV 48.5%
Actual DTI 8.78%
Actual PTI 10.36%
Maximum DTI 50.0%
Maximum PTI 20.0%
Trade-in Payment \$381.32000732421875
Vehicle
Information
Wiz Used false
VIN: 51/XKB6C58E0.178383
Book: NADA
Type: Used
Year: 2015
Make: BMW
Model: X5 SERIES
Miles: 12003
Retail Value \$41,225,00
Options:
 SEND DECISION TO GOLD

If the applicant is approved by Lenders Protection, and the rate and term are acceptable, the decision can be sent back to CU*BASE to re-amortize the loan according to the figures in the loan term section.

When the decision is sent back to CU*BASE, your loan officer will see a success message from the vendor site.

Success Message

Your Lenders Protection Approval status and any provided loan information have successfully been submitted to the loan application.
Your Lenders Protection Approval status and any provided loan information have successfully been submitted to the loan application.
You can now close this window and return to CU*BASE.

CERTIFYING THE LOAN

The final step after the initial approval is to certify the loan.

Certifying the Loan

Session 0 - CU*ANSWERS TEST FEDERAL CREDIT U		
Loan Creation		
Loan account # 60433 CHARLES ANDERSON Loan category 04 OVERDRAFT LOC Application # 68778 Co-borrower	Open date Jul 09, 2021 Account open reason code 📃 💽	Printer P1 Q Drawer 1 Q
Note In	formation	
Assign account type 787 Low 786 High 789 Note # to assign Note # to assign Include in open-end loan contract		
Approval ID AA Collector ID 89 File verification date Jul 29, 2821 🛱 [MMDDYYYY]	Interviewer ID 89 Credit report # 13826 (Primary borrowe	er) CU risk level 🗙
<i>i</i> If a recent credit report exists for this member, the Credit report # and on file for the primary borrower. This links the report to this loan so tha Any additional signers on this loan will also be linked to the most rece	CU risk level fields will be filled in automatically, u ti ti will be archived and available for viewing thro nt credit report in their name, if one exists in the fi	using the most recent report bughout the life of the loan. ile.
Additiona	Information	
Collateral Link to dealer Additional signers Automatic transfer Participation loan Payment matrix Payroll deduction Disburse funds Pledged shares Select Select Select	☐ Variable rate Ioan ☐ Accour ☐ Credit card maintenance ☐ ACH maintenance	nt nickname
Unlock Fields View Credit Report 3rd Party Certification		
← → ↑		BT (2346) 7/09/21

Click the 3rd Party Certification button on the Loan Creation screen.

Browser Launched During Certification

_oan account # f	0433 CHARLES ANDERS 02 INSTALLMENT LN	I Open date Tul 00, 2021	Printer P1 C Drawer 1 Q
co-borrower	0110	Account open reason code	L.
A browser w A browser w selection o Remember to When done, If you do n	GOLD - Default Insurance indow is being Launch n this site as usual. print any forms or o return to this window ot wish to make a set	Note Information wed and you will be logged in to the vendor's site. Make your other documents you need for the member. o and use Enter to proceed. Mection at this time, use backup here and close your browser ①	vindov. BT (7235)

A browser window is launched while the loan is being certified.

The Lenders Protection certification message shows in the web interface.

Vendor Status (Certified)

				P	en rot red by (dei ec	rS tioi Lendin	1 Ig	
Certific	atior	Status: C	ERTIFI	IED					
Certificate	Num	per: AM00440	7						
Applicant	CHAF	LES ANDER	ON						
Applicatio	n Nun	ber: 68776							
Certificate									
Informatior									
Policy #:	66002-	20-M0532-0							
Cert #:	AM004	4077							
Date.	118121								
Loan Terms	5	Arrend							
Roto:		Approved	_						
Term		80	_						
Vehicle Valu	e Retai	\$0.00	_						
Loan Amour	nt	\$20,000.00							
Back-ends									
GAP		\$0.00	_						
Service Con Credit Life	tracts	\$0.00 \$0.00	_						
Credit Disab	ility	\$0.00	_						
Total Back-e	ends	\$0.00							
Total Loan A	mount	\$20,000.00							
Monthly Pay	ment	\$378.34							
(ESt.) Back-end			_						
Allowance		\$5,000.00							
Vehicle									
Wiz Used	false								
VIN:	5UXKR	6C58F0J78383							
Book:	NADA								
Туре:	Used								
Year: Maker	2015								
wake: Model:	DMW X5.SEP	RIES							
Miles:	12003								
Retail Value	\$0.00								
Options:									
			_	-					

Click *Send Decision to GOLD*. The decision is sent to CU*BASE and the success message appears.

Success Message

✓ Success!
Your Lenders Protection Approval status and any provided loan information have successfully been submitted to the loan application. You can now close this window and return to CU'BASE.

FINDING THE CERTIFICATION NUMBER

When the loan is certified through OpenLending, Lenders Protection sends back the certification number in the collateral comments for tracking/claims purposes in the future. This is stored in the Collateral Comments screen. The Collateral Identification screen button has an exclamation point indicating that there are comments.

Access Collateral Comments Screen

IN/S SN	3	CHINRLES	-				
oan#	112			Item #	001		
oan category	62	INSTALLMENT LN		Purpose	30	HELOC 0-80%	
oan amount		21,678.84		Security	30	LINE OF CREDIT VARIA	
collateral type	A	AUTO		Escrow			
fake	BHM			Mileage	1	12,003	
fodel	X5 58	RIES		Color			
ear	15			Trim packa	ge		
dentification #		3	Trade-in				
stimated value		41,225.00		Value pulle	ed from	n MSRP	
imount pledged to	loan	0.00		Loan to va	lue	52.59 %	
nsurance agent				🖬 Title tra	cking		
Policy #				Title sta	tus on	file	
itatus							
xpiration date	00000	0000		Verification	1 date	0000000	
remium amount		0.00					
remium frequency							

The Comments page shows the Lenders Protection certificate number.

Lenders Protection Certificate Number

ile Edit Tools	Help			_		_		
Collater	al Iden	tification						VIEW
Account base Application # Loan category	3 772 02	CHARLES	Item # 0 Purpose 3 Security 3	01 8 HELOC 0-80%	10007.0			
					and the second s			
L	oan amou	nt 21,678.84			Security	30 L	INE OF	CREDIT
	oan amou	nt 21,678.84			Security	30 L	INE OF	CREDIT
	ECISION ; UNVELE ender Pr	nt 21,678.84 COMMENTS: ; EXT _TO_FUND: ; MEN Totect Certifica	ERNAL COMM BER APPROV te II: AMOD	ENTS: ; INTE M_DENIAL_RE 14077	Security BNAL COMMENT ISOMS: ; DEA	30 L S:;FR LER RESI	INE OF	CREDIT NINGS:
	ECISION ; UNABLE ender Pr	nt 21,678.84 COMMENTS: ; EXT = TO FUND: ; MEM rotect Certifica	ERNAL COMME BER_APPROV te II: AMOD4	ents: ; inte L_denial_re 4077	Security HAAL COMMENT ISOMS: ; DEA	30 L S: ; FRO LER RESI	INE OF	CREDIT NINGS:

THE PRE-APPROVAL PROCESS

While it is not as recommended, OpenLending also allows for loans to be submitted without collateral for a pre-approval quote.

CALLBACK INFORMATION

If the application is in a pre-approval process, your loan officer can refer to the Callback Information section to see available rates prior to finalizing the application. These rates are based on term, LTV, and loan amount.

Callback Information

Ter	m<=80%	% <=85%	% <=90 %	% <=95 %	% <= 99%	6<=104	%<=109	% <=113	Max Loan	May I TV
60	5.1%	5.1%	5.1%	5.1%	5.1%				\$40,225,54	97.6%
66	5.0%	5.0%	5.0%	5.0%	5.1%	5.3%	5.5%		\$43,148,91	104.7%
72	4.9%	4.9%	4.9%	5.0%	5.2%	5.4%	5.6%	5.9%	\$45,943.83	111.4%
Ter	ms and	Stipula	ntions							
Rea	juired E)ocume	ntation							
	 NAD. 	A Vehic	le Book	-out She	eet sup	porting t	he Retail	value of:	\$41,225.00	
	 Front 	t-end ap	proval	of \$20,0	00.00 r	nust incl	ude TTL	and fees		
	 Max 	backen	d allowa	nce of	\$5,000.	00				
	 Back 	-end re	quested	of \$0.0	0 is inc	luded in	approval	and an a	additional \$5,000).00 is available.
	 Duck 								-	
	• Duck									
Ter	ms and	Condit	ions							
Ter	ms and	Condit st Auto	ions Model Y	/ear: 20	12 (Moo	del vear	switches	January	1st)	
Ter	 Buck ms and Olde: Approx 	Condit st Auto oved ter	<mark>ions</mark> Model Y rm depe	/ear: 20 ends on	12 (Mod actual v	del year /ehicle r	switches nileage o	January f 125.00	1st)) or less.	
Ter	 Buck Main and Oldes Approx Back 	Condit st Auto oved ter end ove	<mark>ions</mark> Model Y rm depe erage m	/ear: 20 ends on av resu	12 (Moo actual v It in rate	del year /ehicle r e change	switches nileage o	January f 125,000	1st)) or less.	

Additional calls can be made if term, LTV, or loan amount are updated during the application process. *(See following page.)*

RESUBMITTING A LOAN

When CU*BASE presents this window, the *Send to Third Party* button on the Loan Recap screen is clicked for a loan already submitted to Lenders Protection.

Resubmitting a Loan Already Submitted

Loan Request Recap Application # 6877						
Account base	60433 CHARLES ANDERSON	Clear App Data	Review Decision			
Loan category 04 0V Loan product 030 In Account open reason coo	App created YES App date Jul 09, 2021					
	Processing Details	Payment Summ	ary			
Disburg Session 2 - Confirm Continue First pa Maturit Amort Freque Payme Continue Continue Maturit Maturit Freque Payme Continue Continue Maturit Maturit Amort Freque Payme Continue Continue Maturit Maturit Maturit Continue Continue Maturit Continue Maturit Maturit Maturit Maturit Payme Continue Continue Maturit Maturit Maturit Maturit Continue Maturit Maturit Maturit Continue Maturit Maturit						
Edit Loan	Centralized Underwriti	na	Complete Loan App			
UW Comments	Code 🦳 🍳					
Checklist	ID 🔲 🔍		Create Loan Account			
Save/Done	PW (Control Off)		OTB Approval/Denial			
Override			Deny Loan			
	8 i ? @		BT (5122) 7/15/21			

Click *Continue* to update the application. For example, you may need to update the maturity date based on changes to the number of payments.

Updating the Loan Details

Session 2 CU*BASE GO	DLD - CU*ANSWERS TEST FEDERA	L CREDIT U	
Loan Req	uest		Application # 68778
Account base	60433 CHARLES ANDER	ISON	Credit score 754 Paper grade X
Loan category	04 Overdraft Loc		
Loan product	030 Indirect Auto New	Decison Testing	
Delivery channel	CU CU*BASE	-	Interviewer 89 CU*ANSWERS CLIENT SUPPORT
Loan type	● General ○ Balloon	OLease	Account open reason code 📃 🍳
	Loan Information		Miscellaneous Dates
Amount requested	36,000.00		Application date Jul 09, 2021 🗰 [MMDDYYYY]
# of payments	078 Frequency M	ચ્	Disbursement date Jul 09, 2021 🗰 [MMDDYYYY]
Interest rate	6.000 (.000 to 30.000)		First payment date Aug 08, 2021 🗰 [MMDDYYYY]
Payment	558.51		Payment day 00
		Addi	itional Details
Refinanced amount	0.00 D	ealer/indirect ID 📃 🍳	Loan fees to include in modified APR 0.00
Variable int code	•		Purpose 🛛 🛛 🍳 Security 🕉 🍳 Delq fine 🔳 🔍
Maturity date	Jul 08, 2028 🧰 [MM	DDYYYY]	Review date Jul 08, 2028 🛗 [MMDDYYYY]
Add collateral type	a 🔍 auto		ECOA 🚺 🔍
Edit collateral			
Skip	Unlock Fields	Change Product	Delete
$\leftarrow \rightarrow \uparrow \blacksquare$	🖶 🔗 🛈 ? @ 1	910-Maturity date and numb	ber of payments do not match. BT (5120) 7/15/21

After the edits to the loan request/collateral are completed, the *Send to Third Party* button will appear for an additional call.

Once it is clicked, a window appears indicating that the interface with Lenders Protection has launched.

Resubmitting the Loan Application

★ Session 0 CU*BASE GOLD -	CU*ANSWERS TEST FEDERAL CREDIT U	
File Edit Tools Help		
Loan Reque	st Recap	Application # 68776
Account base	60433 CHARLES ANDERSON	Clear App Data Review Decision
Loan category 02 In	ISTALLMENT LN	App created YES
Loan product 007 BC	DAT/TRAILER/MOTOR	App date Jul 08, 2021
Account open reason co	de	
Disburs	COLD - Default Insurance	
First pa	Indow is being launched and you will be logged in	to the vendor's site. Make your
Maturit Bememben to	n this site as usual.	the member
Amort t	print and forms of other documents god need for	the member.
Freque When done, i	eturn to this window and use Enter to proceed.	
Payme		
Finalp If you do no	ot wish to make a selection at this time, use bac	kup here and close your browser window.
# of pay		
Interest		
$\leftarrow \rightarrow \uparrow$	📙 🗟 🕢 🕐 🛈	BT (7235)
	Contact Doalor	
Edit Loan	Centralized Underwrit	ing External Loan App
UW Comments	Code Q	Create Loan Account
Checklist		OTB Approval/Depial
Save/Done	PVV (Control Off)	Send to Third Party
Override		Deny Loan
View/Print Amort		
← → ↑ 🖶	8 i ? @	BT (5122) 7/09/21

Lenders Protection will return a decision. After this step, the loan still needs to be certified. Follow the instructions starting on page 5.

SPECIAL OTHER COMMUNICATIONS

Following are some other communications you may receive from Lenders Protection.

ERROR DURING CERTIFICATION

If you get the message below during the certification process, this indicates that the collateral record needs to be corrected prior to certification.

Certification Error Message



Use the back button to return to the Loan Request Recap screen to correct the collateral information. Then resend the application out for approval using the *Send to Third-Party* button. After approval, return and follow the certification directions again.

• NOTE: Using Enter on the Loan Creation screen will open the loan without the certification from OpenLending. Then the loan officer will need to manually approve and certify the loan on the OpenLending website.

COUNTER OFFER

Lenders Protection may counter from the initial request sent with a term and rate that falls within their guidelines.

This decision is treated the same as an approval, in that the counter terms are returned to CU*BASE and the *Send to third-party* button is removed from the Loan Recap screen.

In the example below, an application with an 84-month term and no rate was submitted. A 72-month term was returned with a rate of six percent.

Counter Offer Message

		Powe	en rot red by (de ee	ers ctic	Dľ dinę) g
Application Status: APPROVED							
Applicant: CHA		SON					
Applicant. On							
Application Nu	mber: 68778						
Application Da	te: 07/09/2021						
Loan Terms	Approved	Requested					
Loan Terms Rate: Term	Approved 6% 78	Requested					
Loan Terms Rate: Term Vehicle Value Reta (Est.)	Approved 6% 78 all \$0.00	Requested 84 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount	Approved 6% 78 81 \$0.00 \$36,000.00	Requested 84 \$0.00 \$36,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends	Approved 6% 78 all \$0.00 \$36,000.00	Requested 84 \$0.00 \$36,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP	Approved 6% 78 311 \$0.00 \$36,000.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life	Approved 6% 78 30.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Disability Tratel Back and	Approved 6% 78 30 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amount	Approved 6% 78 30 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amount Monthly Payment	Approved 6% 78 30 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.)	Approved 6% 78 30 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$558.51 \$5,000.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$36,000.00 \$55,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$558.51 \$5,000.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$5,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$5.000 \$558.51 \$5,000.00	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$5,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$55.51 \$5,000.00 tion	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$5,000.00					
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance Callback Informa Term<=100% <=1	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$558.51 \$5,000.00 tion 05% <=110% <=11	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00	5% <=130	%<=135	%<=140%	<=145	% Front-end Front-end
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance Callback Informa Term<=100%<=1 66 5.2% 5.3%	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$558.51 \$5,000.00 tion 05% <=110% <=11 % 5.4% 5.6%	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$5,000.00 \$5,000.00 \$5,000.00 \$5,000.00 \$5,000.00	5% <=130	%<=135 6.9%	%<=140%	<=145	% Front-end Front-end Max Loan Max LTV \$41,600.54132,9%
Loan Terms Rate: Term Vehicle Value Reta (Est.) Loan Amount Back-ends GAP Service Contracts Credit Life Credit Disability Total Back-ends Total Loan Amoun Monthly Payment (Est.) Back-end Allowance Callback Informa Term<=100% <=1 66 5.2% 5.3% 72 5.2% 5.4%	Approved 6% 78 all \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$558.51 \$5,000.00 tion 05% <=110% <=11 % 5.4% 5.6% % 5.5% 5.8%	Requested 84 \$0.00 \$36,000.00 \$0.00 \$0.00 \$0.00 \$0.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00 \$36,000.00	5% <=130 6.5% 6.8%	% <=135 6.9% 7.3%	% <=140% 8.0%	<=145	% Front-end Front-end Max Loan Max LTV \$41,600.54132.9% \$43,293.92138.3%

The loan application in CU*BASE is then updated with the new term and rate from the counter offer.

Counter Offer Details Show in CU*BASE

Loan Request Recap		Application # 68778		
Account base 60433 CHARLES ANDERSON	Clear App D	Clear App Data Review Decision		
Loan category 04 OVERDRAFT LOC	App created YES	3		
Loan product 030 Indirect Auto New Decison Testing	App date Jul 09	1, 2021		
Account open reason code				
Processing Details	Paym	ent Summary		
Disbursement date Jul 09, 2021	Amount requested	36,000.00		
First payment date Aug 08, 2021				
Maturity date Jul 08, 2028	Total amount financed	36,000.00		
Amort term date	+ Total finance charges	11,513.73		
Frequency MONTHLY	+ Total CDI premiums	0.00		
Payment 558.51	+ Total SCL premiums	0.00		
Final payment 558.51	+ Total JCL premiums	0.00		
# of payments 078 Interest rate 6.000 %	Total amount in payments	47,513.73		
Modified APR 6.000 %	Misc coverages in loan	0.00		
Loan fees to include in modified APR 0.00	Other misc coverages	0.00		
de la contra llocal	I la de constitue			
Centualized	onderwinding	Complete Loan App		
		Create Loan Account		
Save/Done PW (Control Off)		OTB Approval/Denial		
Dverride		Deny Loan		
View/Print Amort				

DENIED APPLICATION

Denials occur in situations where there is no option for approval or counter offer based on applicant credit history, loan request, or other decision factors with Lenders Protection.

Denial Messaging

cuasterisk.com + Lenders Protection	
	Lenders
	Protection powered by OpenLending
	Application Status: DENIED
	Applicant: CHARLES ANDERSON
	Denial Reasons Re-submit with a vehicle 9 years old or never to receive an approval Term Too Hich
	Vehicle Too Old Underwriting Details Application 445518
	Pricing Score/767 Credit Depth Trick Origination Direct Trade Front- end LTV 115.0%
	LTV 115.0% LTV 115.0% Actual DTI 7.78% Actual PTI 142.0% Maximum 50.0%
	Maximum PTI20 0% Trade-in \$565.6400146484375