



Hometowne
CAPITAL



DEALER RESOURCE GUIDE

Bring it home.™

DEALER CHECKLIST

Each rent-to-own contract **requires the following documentation before being funded.**

Copy of Customer's Valid U.S. Driver's License

Customer must be at least 21 years of age. License must be current, not expired. Identification only will not be accepted or funded. If temporary or limited term DL, the expiration date must exceed the terms of the contract. No paper copies accepted unless it is accompanied with a hard copy.

Current Proof of Insurance of Vehicle Towing Trailer

Customer must be listed on the insurance card as primary or named insured.

Proofs of Residency

Must be dated within 30 days or less of contract; must not be expired. Must include the customer's name and current physical address.

A valid Driver's License and customer's Proof of Insurance may be used to verify residence if both addresses match the contract.

If the address does not match on the two source proofs and contract, Hometowne will accept the following as an additional proof of residence (all must be listed in the customer's name):

- Cell Phone Bill dated **within 30 days** of the contract date
- Bank Statement dated **within 30 days** of the contract date
- Current Pay Stub **within 30 days** of the contract date
- Current vehicle registration of the vehicle towing the trailer
- Current gun permit

Completed RTO Streamline Application

A digital file of the driver's license, proof of residency, MSO and BOS have individual places to upload in RTO Streamline and are required for funding. Completed address including city, state, zip code, active/working phone number, and social security number must be included. Once the contract is approved, the contract is sent via text to the customers phone to read and acknowledge. Customer acknowledgement must be completed for funding. The dealer must include the GPS IMEI number and device type. **Do not check the box "customer has left with the trailer" until the customer actually has possession of the trailer. Doing so will lead to a discontinuation of our partnership with the dealership.**

Real Time GPS Locate

Our contracts team will ensure GPS is working properly by getting a real time location (or ping) at the dealership before customer leaves with the trailer. Do not let the customer leave with the trailer until we get a location. The contract will turn green in streamline and say approved.

Mail in MSO and Bill of Sale

Hometowne Capital Management, LLC
PO Box 10428
Jackson, TN 38308

Hometowne Capital Management, LLC is the cash customer and will be noted on the MSO and on BOS. Note the rental customer's name in the memo or elsewhere that is noticeable on the BOS. Hometowne Capital will provide pre-addressed envelopes to submit MSO and BOS. When the MSO and BOS are received, Hometowne Capital will tag/title the trailer in Tennessee and mail the customer the Tennessee license plate.

FAQS

How do I get paid as a dealer?

Contracts submitted by Wednesday at 5 p.m. CST with all complete and valid documentation are processed and paid on Friday of the same week. Contracts completed after 5 p.m. Wednesday will be paid the following Friday. Hometowne Capital is a cash customer of the dealer, not a lienholder.

What is the contract limit for RTO?

The contract amount must match the price of the trailer; RTO is available for up to a \$25,000 maximum. Anything that exceeds the \$25,000 RTO limit will be required as part of the initial down payment. (Utilize the Quick Calculator in RTO Streamline for specific examples.)

How many trailers can a customer RTO?

A single RTO customer may qualify for a second trailer with six months of good payment history AND allowing both trailers to be set up on autopay. The combined price of the trailers cannot exceed \$25,000.

Can RTO contracts include any additional equipment added to a trailer?

No. Any additional equipment added to the trailer is the customer's responsibility.

How do I know if a trailer purchase is funded?

All applicants with valid and complete documentation are approved. Primary customers must be individuals, not businesses. If a trailer is not funded, please refer to the notes section in RTO Streamline for missing information that must be submitted which may include GPS location. Real-time approval is offered Monday - Friday, 7:30 a.m. - 6:00 p.m. and Saturday, 8 a.m. - 1 p.m. CST; contracts during this timeframe will be reviewed for approval at the point of sale. Outside of noted approval business hours, dealers may submit RTO contracts for review the following business day.

What is the interest rate?

There is no interest rate. Hometowne Capital provides a Rent to Own purchase option for customers to pay monthly over time. Customers have the option to set up convenient autopay so that the payment is the same each month.

Where do I place the GPS unit on the trailer?

Each trailer sold utilizing Hometowne Capital Rent-to-Own must include a Hometowne Capital GPS unit. Please securely attach the GPS unit to the underside of the trailer out of sight. Ensure GPS is not fully surrounded by metal blocking the signal.

How do I get more GPS units when I run low?

As a new dealer partner, you will receive GPS units once set up. GPS units are autoshipped based on sales volume. If you have a change of shipping address, or have other GPS related inquiries, please email gps@hometownecapital.com.

FAQS

How does the customer pay Hometowne Capital?

Once a customer completes a contract, they will receive a Welcome Text to complete account setup including setting up monthly autopay and optional Liability Damage Waiver. After completing the account setup, Hometowne Capital will call the customer to confirm information; all calls will originate from area code 615.

How does early payoff work?

At any time, customers can contact Hometowne Capital for early payoff options with a discounted rate on the original full-term contract; refer to Section J in the contract for details. 24-month contract EPO is a 35% discount off the remaining balance of the contract and the 36- and 48-month contract EPO is a 40% discount off the remaining balance of the contract. The remaining sales tax balance must be paid.

Who handles the customer's trailer title and registration?

Hometowne Capital will register and title each trailer. Once the MSO and BOS are received, Hometowne Capital will register the trailer and the permanent Tennessee trailer tags will be mailed to the customer. Timely submission of the MSO and BOS are critical to ensure that customers receive the tags in a 30-45 day window.

What is included in the initial payment, and can the customer pay extra on down payment?

The initial payment on the contract is the minimum required to complete the contract and includes the first month's rent, non-refundable fee, a portion goes toward the cost of the trailer and applicable tax. Customers can pay extra on the down payment which reduces the amount of the total RTO contract and lowers the overall monthly rental payment. Extra down payment does not lower the monthly payment in the following states: NC, SC, CO.

When can the customer cancel the Hometowne Capital RTO contract?

When the customer completes the RTO contract at the dealership, the contract is active. The customer has the option to do a voluntary repossession.

Who can I call with additional questions?

The Hometowne Capital Contracts department can be reached at 615-857-2900 ext.3. Contract questions can be emailed directly to contracts@hometownecapital.com. Asset recovery questions, including repo sales can be emailed to assets@hometownecapital.com or call directly 731-513-5503.