

# WESTSHORE MORTGAGE & INVESTMENTS CO., INC.

## Consumer Installment Contract Purchasing Division

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## Consumer Installment Contract Client Worksheet

Company Name: \_\_\_\_\_

DBA: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Length of time in business: \_\_\_\_\_

Give a description of your product or service: \_\_\_\_\_

Length of time before the product/service is fully delivered, including any guarantees. (This includes any promised phone support): \_\_\_\_\_

Size of contract: Average \$ \_\_\_\_\_ Down payment \$ \_\_\_\_\_

Average term? \_\_\_\_\_ Interest rate % \_\_\_\_\_

Estimated 6 months business: \$ \_\_\_\_\_

What is the profile of your customer? \_\_\_\_\_

What do you do with delinquent accounts or write-offs? \_\_\_\_\_ Nothing \_\_\_\_\_ Send to an Agency  
\_\_\_\_\_ Collect In-house \_\_\_\_\_ Other: \_\_\_\_\_

How much bad debt to you have in-house? \$ \_\_\_\_\_ With other agencies? \$ \_\_\_\_\_

If you have in-house receivable, do you currently utilize a loan servicing company to bill your portfolio? \_\_\_\_\_

If so, what are the terms? \_\_\_\_\_

Do you currently offer a finance program? \_\_\_\_\_ yes \_\_\_\_\_ no \_\_\_\_\_ in-house Other: \_\_\_\_\_

How much? \$ \_\_\_\_\_ Will our program: \_\_\_\_\_ replace \_\_\_\_\_ or be in addition ?

Do you currently sell these receivables? \_\_\_\_\_ yes \_\_\_\_\_ no Would you like to? \_\_\_\_\_ yes \_\_\_\_\_ no

Will you need contracts supplied? \_\_\_\_\_ yes \_\_\_\_\_ no

Are regular financial statements prepared? \_\_\_\_\_ yes \_\_\_\_\_ no How often? \_\_\_\_\_

Has your company ever filed bankruptcy? \_\_\_\_\_ yes \_\_\_\_\_ no

If yes, please explain: \_\_\_\_\_

Has there been a recent (within the last 2 years) change in majority shareholders or officers? \_\_\_\_\_

Has your company ever been involved in litigation? \_\_\_\_\_ yes \_\_\_\_\_ no If yes, please explain: \_\_\_\_\_

How is your personal credit? \_\_\_\_\_ Explain any problem areas: \_\_\_\_\_

Is your company or any of its Principals an endorser or guarantor? \_\_\_\_\_ yes \_\_\_\_\_ no If yes, please  
Explain: \_\_\_\_\_

Corporate/Check Address: \_\_\_\_\_

Number of locations: \_\_\_\_\_ Have you had any complaints or problems with the Better Business Bureau or the  
Attorney General? \_\_\_\_\_ If yes, please explain and give the current status of the problem: \_\_\_\_\_

Are you aware of any liens or UCC filings affecting your contracts? \_\_\_\_\_ If yes, please list: \_\_\_\_\_