



AFG Balloon Lending

Residual-Based Vehicle Financing

INSIDE THIS GUIDE:

This reference guide details how the Auto Financial Group (AFG) Balloon Lending product works within CU*BASE.

Last Revision date: January 20, 2025

Find other Reference Materials page on our website: <u>https://www.cuanswers.com/resources/doc/cubase-reference/</u>

Start your online help journey here: https://help.cubase.org/cubase/Welcome.htm

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Introduction

This booklet explains how the Auto Financial Group (AFG) Balloon Lending product works with CU*BASE. This integration allows you to send your member's loan data from the Loan Request Recap screen in the CU*BASE Loan Origination System (LOS) to AFG to quickly calculate the residual value for your direct balloon vehicle loans.

Utilizing AFG Balloon Lending requires some familiarity with booking a loan in CU*BASE. The <u>CU*Answers</u> <u>OnDemand video library</u> has all the resources you need to get up to speed!

The CU*Answers Lender*VP team is here to assist at any time. Find us, contact us, and learn more via <u>The Store</u> | <u>The Website</u> | <u>Email</u>

Submitting a Loan to AFG

This integration allows your credit union to pass a member's loan data between CU*BASE and AFG seamlessly. The rate, term, and payment within AFG's interface will be reflected in the CU*BASE LOS.

AFG Configuration

Lender*VP will take care of all the setup for this product and provide training to your credit union's staff prior to the date it goes live. Find more information at the Lender*VP Store.

Initial Submission

When you are ready to submit the loan details to AFG, you will click Send to Third Party.

NOTE: You must select the **Complete Loan App** button and then **Save/Done** before you can use the **Send to Third Party** button.

₩ Session 0 CU*BASE GOLD -							â •
Loan Request	Recap						Application # 94662
Account base							Review Decision
	r Loans N test product						
Payment	Summary		Applica	tion Status		Underv	writing Codes
Amount requested	19,000.00	(Clear App D	ata	Code ID	<u>କ୍</u> ଭ୍	
Total amount financed	19,000.00		created Y		PW	(Con	trol Off)
+ Total finance charges	2,978.32	Арр	date Nov	12, 2024			
+ Total CDI premiums	0.00						
+ Total SCL premiums	0.00						
+ Total JCL premiums	0.00						
Total amount in payments	21,978.32						
Misc coverages in loan	0.00						
Other misc coverages	0.00						
Date & Rate Details							Ļ
Complete Loan App	Create Loan Acco	unt	ОТВ Аррго	val/Denial	Deny	Loan	Send to Third Party
Edit Loan UW	Comments C	hecklist		Save/Done	Ove	rride	View/Print Amort
<>>↑	i) ? @						(5122)

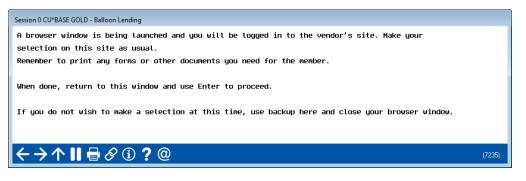
Tool #2 Loan Request (Loan Request Recap Screen)

After selecting the button, a screen will open to allow you to select the interface you desire.

Select Third Party Interface

Session 0 CU*BASE GOLD - Select Third Party Interface	
Interface Description	
Open Lending - QA AFG Balloon Calculation Vendor	
■ <u>S</u> elect	↑ ↓
Castinus	
Continue	
<>>↑	WIN3PRTY-01

Select *AFG Balloon Calculation Vendor*. This will open the AFG interface in a browser window. Before the browser window opens, CU*BASE will prompt you with the message below. No action is required on this screen, as the browser will open automatically.



NOTE: After the data is imported from the AFG interface into CU*BASE, this message screen will still be present. Use the back arrow button to return to the *Loan Request Recap* screen.

AFG Interface

As noted above, the browser window will have launched to the AFG interface. Follow the steps below to complete the necessary steps with AFG.

This Month (December): Quotes w/Contract Test Three 1 (1st) 0 (1st)	View Borrower Benefits Get Quote by V	IN
All Users: 1 0	New Vehicle	
Past 7 days: Quotes w/Contract	SYFB4MDESSP232516	Lookup
Test Three 1 (1st) 0 (1st)	51PB4MDE55P232510	COOKOP
All Users: 1 0	- or -	
Last Month (November): Quotes w/Contract		
Test Four 6 (1st) 2 (1st)	Build a Vehicle	e
Test Five 2 (2nd) 1 (2nd)	New Vehicle	~
Test Three 0 (3rd) 0 (3rd)	Select Model Year	~
All Users: 8 3	Select Make	~
	Select Model	~
	Select Style	~
	Get Quote	
	Powered by Auto Finance	tial Group
	AFG	and or out

AFG Interface - New Quote

When starting a new quote, you have the option to lookup an existing Vehicle Identification Number (VIN) or using the **Build a Vehicle** section. A VIN is not required; if your member doesn't have a VIN available, use the Build a Vehicle option. In this example, we are using the VIN lookup option.

EW 2025 Toyota COROLLA 4dr 5dn LE SYF8	4MD855P232516					
tandard Equipment						
utomatic Transmission	HID Headlights	Air Conditioner	Cruise Control	Power Locks	Poner W	Indows
lectronic Stability Control	Backup Comera	Antilock Brake System				
Optional Equipment Datas Wheel	C Blind Spot Wenter	Two Keys				
			Payment Options			
Estimated Retail Value: Purchase Price: Trade-in Value:		23,316,30				
		19,000.00		nicitat by MS as period publicle and is not residents. Ang Teoretal Institution's references this subsidiate.	reprint your restrictions record (also fac	Consideration, APR 2015, No. Net & You Process and
	Trade in Payoff:		Term	DrivingSense	Conventional Pmt	Guaranteed Foture Valu
	Down Payment:		24 Month	\$350 0	\$825	\$14,08
	nce/Warranties:		36 Month	\$285.0	\$563	
	1% Sales Tax*:					\$13,05
	All other fees:		39 Month	\$291 0	\$524	\$12,23
Exc	ess Wear & Tear 🛛	13.00	42 Month	\$293.0	\$489	\$11,42
	Program Fee:	825.00	48 Month	\$294 🖷	\$432	\$9,89
Total Ar	nount Financed:	26,490.00	51 Month	\$296.0	\$411	\$9,18
Days 1	To First Payment	10	54 Month	\$295.0	\$390	\$8,48
	Credit Score:	.8x ((30×) - 4	60 Month	\$291.0	\$355	\$7.18
	mentional Rate:	4.4 %	63 Month	\$289.0	\$342	\$6.69
	ivingSense Rate:	5.4 %	66 Month	\$285.0	\$328	
	Annual Mileage:	12,000 ~				\$6,19
Cu	Notes:	€-300 ¥	72 Month	\$277 0	\$304	\$5,32
	HADOLES		81 Month		\$277	
					\$269	
			96 Month		\$242	

AFG Interface – Loan Terms

On the second screen of the AFG interface, you will select the desired term and payment on the right side of the screen under *Payment Options*. AFG will offer several different term and payment options. On the left side of the screen is where you will find additional information such as rates and fees.

AFG Interface – Borrower Information

Required to save quote						
 Required to generate an addendu Borrower 	m		Co-Borrower			
First Name:		*	First Name:			
Last Name:			Last Name:			
Address:			Address:			
City:			City:			
			S.,			
State:	Michigan		State:	Select State		Ť
Zip Code:	-0000	**	Zip Code:	00000		
Email 0 :		**				
Phone:	82	1411				
Vehicle			Contract			
Model/Trim:	NEW 2024 Jeep GRAND CHEROKEE 4WD 4dr Wgn Laredo X		Lien Holder:	CU Answers Test CU		
VIN:	1C4PpDN0RW362544	**	Contract Date:	12/03/2024	=	**
Current Odometer:	100	**	First Payment Date:	01.02/2025	ш	**
Guaranteed Future Value:	¥15.087		Maturity Date:	Date: 06/02/2030		

The third screen of the AFG interface will present you with the borrower's information, which is imported from CU*BASE. If there is a co-borrower on the loan, that information will also be imported from CU*BASE (if the member decides later that they would like to add a co-borrower, the loan will need to be resubmitted to AFG). When all information has been verified, select **Save Quote** in the bottom left of the current screen.

1. New Quote 2. Loan Terms	3. Addendum Quote #384424+ Import Data test3+		
* Required to save quote ** Required to generate an addendu	m		
Borrower			Co-Borrowe
First Name:		*	
Last Name:		*	
Address:		**	
City:		**	
State:	Michigan 🗸	*	
Zip Code:	0000	**	
Email 🛛 :		**	
Phone:		*	

AFG Interface - Import Data to CU*BASE

Once you have saved your quote, select the **Import Data** option in the top ribbon of the AFG interface to send the application information back into CU*BASE. After selecting **Import Data**, you'll be redirected to the following screen:

cuasterisk.com	
	Your quote has been saved! Your quote has been saved and the data was sent back to CUBASE. You may now close this page and return to CUBASE
Clicking this of	ly press the Import Data button once on the AFG interface. Dation multiple times would cause the AFG-related fees to be be you have pressed this button once, you can close your

Generating Addendum

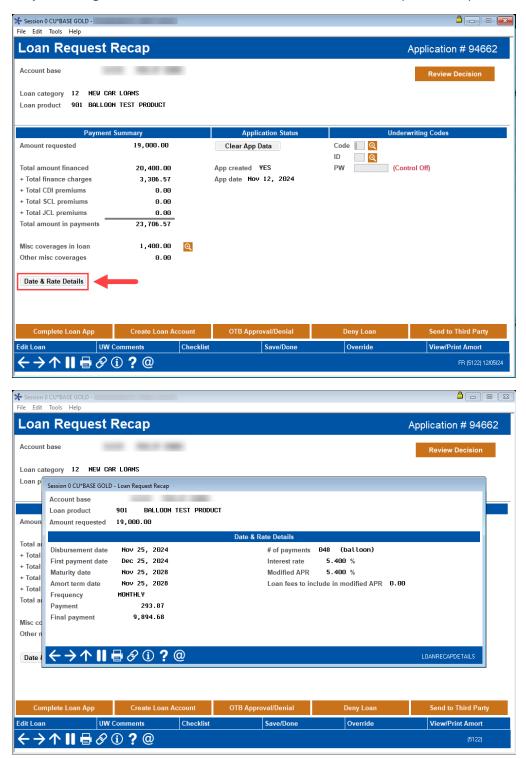
Required to save quote Required to generate an addendu	.m							
Borrower				Co-Borrower				
First Name:			٠	First Name:				
Last Name:				Last Name:				
Address:			**	Address:				
City:			**	City:				
State:	p Code: 0000			*	State:	Select State		
Zip Code:				Zip Code: 00000	e: 00000			
Email O :			Email 0 :					
Phone:								
Vehicle				Contract				
Model/Trim:	NEW 2025 Toyola COROL	Clicking the arrow n	ext	to Print Adder	ndum			
VIN:	51984MDt559232516	Clicking the arrow next to Print Addendum will give you the options to print in English,						
nt Odometer:	0		ione				ш.	
Guaran Future Value:	\$9,895	Spanish, or both.						

If the member agrees to the terms with AFG, a credit union employee can link back out to the third-party site and select **Generate Addendum**. This will produce the addendum in a browser for the member to

sign. Your credit union has an option to work with the <u>Imaging Solutions Team</u> to set up a template that can be used for in-branch signing or use eSign.

Loan Request Recap

Returning to your CU*BASE session, verify the loan term and payment information imported from AFG into CU*BASE by selecting the **Date & Rate Details** button on the Loan Request Recap screen.



★ Session 0 CU*BASE GOLD -					â 🕳 🗉 💌
File Edit Tools Help					
Loan Reque	st Recap				Application # 94662
Account base					Review Decision
Loan category 12 NE	W CAR LOANS				
	LLOON TEST PRODUCT				
Louin product - sor - si					
Pav	ment Summary		Application Status	Under	vriting Codes
Amount requested	19,000.00		Clear App Data	Code	inting oodoo
Amount requested	,		ciedi App Data	ID Q	
Total amount financed	20,400.00		App created YES		rol Off)
+ Total finance charges	3,306.57		App date Nov 12, 2024		
+ Total CDI premiums	0.00				
+ Total SCL premiums	0.00				
+ Total JCL premiums	0.00				
Total amount in payment	23,706.57				
Misc coverages in loan	1,400.00	Q			
Other misc coverages	0.00				
Date & Rate Details					
Complete Loan App	Create Loan A		OTB Approval/Denial	Deny Loan	Send to Third Party
Edit Loan	UW Comments	Checklist	Save/Done	Override	View/Print Amort
 	8 i ? @				FR (5122) 12/05/24

To view any related fees from AFG, select the magnifying glass icon next to the *Misc coverages in loan field* on the Loan Request Recap screen.

Session 0 CU*BASE GOLD -				â 👝 🗉 💌
File Edit Tools Help				
Payment Protection and	l Miscellaneous Cov	verages		VIEW
Account #				
	Payment Protection			
Single Credit Life Insurance				
Joint Credit Life Insurance				
Disability				
	Miscellaneous Coverag	jes		
Code Description	Insurance Provider Name	Amount	Inclu in Loan Amount	Incl in Mod APR
EN AFG FEE WT AFG WEAR AND TEAR		825.00 575.00	Y V	N
		010100		
View Orig Config				
				· · · ·
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We all know that things can change when going through the loan application process. Perhaps your member decides they would like to put more money down on the loan after you have gone through the AFG interface process – no problem, but there are a couple of items to consider when making changes to a loan request.

✤ Session 0 CU*BASE GOLD - File Edit Tools Help			_		
Loan Reques	t Recap			,	Application # 94662
Account base					Review Decision
5,	car loans .00n test product				
Payme	ent Summary		Application Status	Underv	vriting Codes
Total Editing will invali + Total the data and require + Total Continue + Total Continue Misc cc Cother misc coverages	tion has an existing AFG date that approval and y lest approval from the AF	ou will need to sen 'G again.			FR (3520)
Date & Rate Details	Create Loan Ac	count OT	'B Approval/Denial	Deny Loan	Send to Third Party
	IW Comments	Checklist	Save/Done	Override	View/Print Amort
← → ↑	? (i) ? @				(5122)

Edit Loan Request - Screen 1

If you select the **Edit Loan** button, you will be prompted by a message which states that editing the loan information will invalidate the approval and will need to be sent to AFG again for approval. Select **Continue** to advance to the Loan Request screen to make your changes.

Edit Loan Request – Screen 2

Session 0 CU*BASE GO				â e e
Loan Req	uest		Application	n # 94662
Account base			Credit score 751 Pa	aper grade X
Loan category	12 NEW CAR LOANS			
Loan product	901 Balloon Test Product			
Delivery channel	CU CU*BASE		Interviewer 89 CU*ANSWERS CLIENT SUPPORT	
Loan type	🔾 General 🔹 Balloon 🛛 Lease		Account open reason code 📃 🍳	
	Loan Information		Miscellaneous Dates	
Amount requested	19,000.00		Application date Nov 12, 2024 🗰 [MMDDYYYY]	
# of payments	048 Frequency M	₽	Disbursement date Nov 25, 2024 🗮 [MMDDYYYY]	
Interest rate	5.400 (.000 to 20.000)		First payment date Dec 25, 2024 📰 [MMDDYYYY]	
Payment	433.57		Payment day 00	
		Additiona	al Details	
Refinanced amount	0.00 Dealer/indirect ID	•	Loan fees to include in modified APR 0.00	
Variable int code	Q		Purpose 🛛 🛛 🧕 Security 🗛 🔍 Delq fir	ne 1 🔍
Maturity date	Nov 25, 2028 🛗 [MMDDYYYY]		Review date Nov 25, 2028 🛗 [MMDDYYYY]	
Add collateral type	a 🔍 auto		ECOA 1 Q	
Edit collateral				
		Balloon L	oans Only	
Amortization term	049 Term date	💼 [MMD	DYYYY] Final payment 0.00 Schedule p	ayment in final
e sure Amortiza # of payments.	tion term is one more			
" or payments.		oduct	Delete	
$\leftarrow \rightarrow \uparrow \blacksquare$	🖥 🔗 🛈 ? @			(5120)

Make the necessary changes (for example, if the member decided to put \$500 more down, then change the *Amount requested* to reflect that). Adjust the *Amortization term* to be one month more than the # of payments to account for the balloon payment, and clear out the *Term date* and *Final payment* fields. Once that is complete, select enter to proceed to the Payment Selection screen.

🖌 Session 0 - File Edit Tools Help						≜ _ ● ₽
Loan Request	t Payment Se	lection			Application	n # 94662
5,	CAR LOANS 12, 2024		Loan type Ballo Amount requested	on 19,000.00)	
	1,400.00 Misc	DYYYY]				
				Insurance	/Debt Protection	Cost
4	48 Monthly payments at 5.4	00 %	Payment	Avg/Payment	Avg/Month	Avg/Day
/ *			N/A			
/			N/A			
/ •			N/A			
/~			N/A			
100			N/A			
lee .			N/A			
/			N/A			
			N/A			
	Before proceed and remove the to AFG. See exa	fees before se	ending it back			
Compare Payments N	lisc Coverages					
← → ↑ 🖶 ớ	? () ? @					(1216)

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lete ∎ View Ong Conrig

Edit Loan Request - Screen 4

It is important that you remove the AFG-related fees before re-entering the AFG interface. If not removed, the system will double up on these fees.

Once the fees are deleted, go back to the Loan Request Payment Selection screen, and select the *Choose This Pmt* button to proceed to the Loan Request Recap screen. Select **Send to Third Party** to open the AFG interface and then select **Import Data** to bring the updated loan terms into CU*BASE.