

Vehicle Acceptance supports growth of the Buy-Here-Pay-Here Dealer

Almost every Independent Used Car dealer in America today is asking themselves whether they truly want to be in Buy-Here-Pay-Here. It is not for everyone and not something that should be entered into lightly. In today's economy, it is almost the only way to sell a used car, but will that change soon? Will the economy recover, and will the credit markets return? More importantly, when will this happen, and can you afford to wait? At Vehicle Acceptance, we know firsthand- Buy-Here-Pay-Here can be an immensely satisfying business that offers growth opportunities and delivers profits. We strive to help our dealers succeed in this business.

The largest automobile creditor in the United States is collectively the independent used car dealer who writes and carries their own contracts. He knows how to buy a good used car at the right price and is willing to accept a high credit risk for a significant reward. It is not easy, and it takes a commitment, but it is likely one of the very few small businesses left in America today where an individual can truly become wealthy.

Regardless of whether you are just entering the business or have been carrying notes for 40 years, besides finding a good used car at the right price, the most difficult challenges that you will encounter are universal among all Buy-Here-Pay-Here owners. In the beginning, capital is a challenge because it takes money to make money. Collections will always present the dealer with a great deal of administrative and logistical obstacles.

If you decide to be in the Buy-Here-Pay-Here business, you have determined that you want to be the lender. You want to make money with money, not just sell a car for a fee. Buy-Here-Pay-Here dealers are not searching for the lenders that they can sell their loans to. In this business, they own those notes themselves and to ensure their business is successful, they must address cash flow and collections. Vehicle Acceptance strives to solve these challenges by providing capital to allow you to get started and grow, and strong collection services to efficiently manage your notes.

Our goal is not to buy your paper. Our goal is to put you in the paper-owning business. A success story for us is when a dealer no longer uses our Cash Advance program and has several million dollars in servicing with us. He always will have the ability to use his servicing portfolio as a line of credit with our Cash Advance program when he needs some short term liquidity; but will always maintain ownership of his notes.

Over 80% of our business is strictly servicing (collections) the paper that our dealers own. We help dealers properly manage the credit risk with our servicing program. Buy-Here-Pay-Here dealers are performing a valuable service—providing transportation to individuals who would not otherwise have it—and they should be rewarded for this. We know that when our dealer is making money with our help, we have a satisfied client.

Vehicle Acceptance strongly believes that now is the best time in a long time for an independent used car dealer to be originating their own paper. The credit availability for the majority of Americans is nowhere near what it was a couple years ago. But the fact of the matter is these are the same people who could have gotten a new car financed with the captives, or a used car thru the local credit union a year or two ago. If they still have a job, and you put them in a car that they can afford, this is the time to take advantage of a huge opportunity to build a strong portfolio of receivables. Vehicle Acceptance can provide the money you need to continue growing, and the servicing of the notes to ensure a steady stream of income.

Vehicle Acceptance Corporation offers *Cash and Service Solutions* for the Buy-Here-Pay-Here dealer. VAC is a sub-prime automobile finance industry leader that has helped dealers create profitable portfolios since 1989. Headquartered in Dallas, Texas, VAC has 5 offices nationwide offering Note Servicing and Cash Advances to used car dealers. For more information, contact us at 1-800-380-3882 or visit <http://VACorp.com/DBJ>.