

Tips for Getting More Open BK Deals Approved



The Santander Auto® and Drive® programs have ALWAYS approved deals for customers with open bankruptcies. You can book more incremental business by knowing what's required for these types of deals, and working with your customers to secure the proper paperwork for the loan package.

- » We accept applications for Open Chapter 13 personal bankruptcy designations.
- » The loan packet MUST contain a letter from the bankruptcy trustee that allows the debt to be incurred, and states the acceptable terms of the debt (APR, max payment amount, etc.).
- » Remember that loan approvals are valid for 30 days. Work diligently with your BK customers to secure their trustee letters within the loan approval window of time.

Booking BK business is one key to selling more cars in the second half of the year. The Drive and Santander Auto programs can help you finance your bankruptcy customers. If you have questions or need help, please contact your Area Sales Manager or a Buyer.

More incremental business can be yours! Boost your BK efforts today!