

Financing Fact Sheet



OFF-BILL Financing offered by
Vanderbilt Mortgage and Finance, Inc.

ON-BILL Financing offered by
Regions Bank.

UPGRADES ELIGIBLE FOR FINANCING	Max Term OFF-BILL	Max Term ON-BILL
Air Sealing	10 years	5 years
Attic Insulation	10 years	5 years
Exterior Door	10 years	5 years
Window	10 years	5 years
Storm Window Added to Single-Paned Window	10 years	5 years
Heat Pump Water Heater	10 years	10 years
Conventional Electric Water Heater (Primary heat source from non-electric to electric)	10 years	10 years
Heat Pump (Ducted System and Non-Ducted System)	10 years	10 years
Air Source Heat Pump (Primary heat source from non-electric to electric or new non-replacement system)	10 years	10 years
Geothermal Heat Pump	10 years	10 years
Mini-Split (Primary heat source from non-electric to electric or new non-replacement system)	10 years	10 years
Dual Fuel Heat Pump	10 years	10 years
Dual Fuel Heat Pump (Primary heat source from non-electric to electric or new non-replacement system)	10 years	10 years
Central Air Conditioning	10 years	10 years
Tune-up for Existing Heat Pump or Central Air Conditioning System	10 years	5 years
Duct System	10 years	5 years
Appliance	10 years	N/A

FICO Score Minimums

625 ON-BILL **640** OFF-BILL

Financing Limits

The following limits apply to all new loans:

\$2,500
MINIMUM LOAN*

\$15,000
MAXIMUM LOAN

*\$3,001 minimum loan amount for off-bill loans in the state of GA.

Interest Rates

Interest rates are reviewed periodically and are subject to change.

OFF-BILL

Check with Vanderbilt Mortgage and Finance for current program rates.

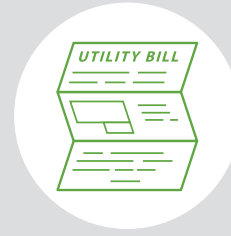
ON-BILL

Check with your local power company for current program rates.

FINANCING PROCESS



OFF-BILL



ON-BILL

STEP 1	Determine customer financing options based on LPC (look up in eScore portal)		STEP 1
STEP 2	Provide loan marketing information to customer (flyer/brochure)	Provide loan marketing information to customer (application form/brochure/terms sheet or refer to the Local Power Company)	STEP 2
STEP 3	Tell customer to go to eScore portal and follow link “Apply for Financing” or call 1-888-893-8792 to apply over the phone	Customer contacts LPC to apply for a loan	STEP 3
STEP 4	Follow the steps. Applicant gets quick, instant credit decision from Vanderbilt	QCN receives loan approval notification from LPC	STEP 4
STEP 5	QCN installs equipment/upgrades		STEP 5
STEP 6	QCN enters job details into eScore	QCN notifies LPC that job is complete (provides invoice)	STEP 6
STEP 7	Vanderbilt starts closing process with customer	Inspection scheduled with customer	STEP 7
STEP 8	QCN is paid 24 hours after customer signs loan documents	Customer signs loan documents with LPC prior to inspection or at inspection appointment (check with LPC for process)	STEP 8
STEP 9	QCN completes any required eScore program inspections	QCN paid 3 days after customer signs loan documents	STEP 9

Note: Some LPCs may have other requirements/processes, so QCN should contact the LPC to find out other steps/conditions.