

Note: Use the "Bookmarks" tab to your upper-left to browse through each manual heading.



NORTH SHORE BANK

The Bank of You

PERSONAL LEASE MANUAL

IMPORTANT LEASING NUMBERS

Credit Analysts	262-797-3835	Keith Goetter Jim Saladin Amy Schoen
Contract Funding	800-236-1260 262-797-3312	
Lease Returns	262-546-0041	Chuck Storniolo
Sales Manager	262-797-3308	Michael Kellman
Payoffs	262-797-3312 or 800-236-1260	
Sales Representative - South Market	4262-352-1670	Jim Halbman
Sales Representative - Madison Market	608-516-5952	Bruce Craker
Fax # for Applications	800-236-1262 or 262-797-3396	
Dealer Relations & Training	262-787-6944	John Goman

RATES

Current rates are faxed on a monthly basis. In addition to standard buy rates, there are discounts available through various programs.

NEW VEHICLES

VOLUME DISCOUNT

Dealerships that book 10 or more leases in a given month will receive a .0001 discount for the following month.

LEASE LOYALTY - New & Used

If a current North Shore Bank customer leases another vehicle, you may waive the security deposit and defer 1st payment at NO CHARGE. Not applicable on business leases.

SINGLE PAY LEASES

Reduce the rate by .0001 for single pay leases (see program guidelines on Enhancement tab for conditions).

PRICING TIERS

NSB follows a tiered pricing system. Please see your rate sheet for more details.

USED VEHICLES

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PRICING TIERS

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RESIDUALS

The North Shore Bank Residual Guide is posted on the NSB Dealer Web site.

NEW VEHICLES

Enhance any residual 2% with a .0002 increase in rate. Does not apply to leases less than 36 months or business leases.

ODD TERM RESIDUALS

Use the difference between two terms. For example 42 month residual = 36 + 48 month residuals divided by 2. Do not round the decimal.

DEALER ADDS

Refer to chart in the current NSB residual guide for allowable adds and amounts.

EXCESS AND LOW MILEAGE LEASES

See mileage tab.

MRM

North Shore follows MRM guideline values published in NSB Residual Guide.

USED VEHICLES

DEALER ADDS

Use only the adds listed in the NSB Residual Guide under the specific model that you are leasing. All residualized equipment must appear on the ODAC.

EXCESS AND LOW MILEAGE LEASES

See mileage tab.

PARAMETERS

NEW VEHICLES

TERMS

24-60 months. Minimum lease term is 24 months

ACQUISITION FEE

\$750 for vehicles up to \$50,000 CRV
\$750 for vehicles over \$50,000 CRV

DISPOSITION FEE

North Shore Bank charges a disposition fee equal to one monthly payment with a maximum of \$350 on all vehicle leases. Disposition fee can be waived by adding \$300 to the acquisition fee.

GAP

North Shore Bank will make available substitution of collateral if possible. North Shore Bank will forgive the gap caused by theft or collision loss if the lease is current, not in default at the time of insurance payoff and substitution is not possible.

SECURITY DEPOSIT - New & Used

Waived for no charge for all customers with Tier 1 Approval. For Tier 2 Approvals, payment rounded up to next \$25 minimum \$250. Security deposit can be waived by adding \$200 to acquisition fee or by adding .0002 to rate.

SECOND PAYMENT DATE

Second payment dates are 30 days from 1st payment date.

USED VEHICLES

TERMS

36-60 months. Minimum lease term is 36 months

ACQUISITION FEE

\$750 for vehicles up to \$50,000 CRV
\$750 for vehicles over \$50,000 CRV

DISPOSITION FEE

North Shore Bank charges a disposition fee equal to one monthly payment with a maximum of \$350 on all vehicle leases. Disposition fee can be waived by adding \$300 to the acquisition fee.

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SECOND PAYMENT DATE

Second payment dates are 30 days from 1st payment date.

PARAMETERS

continued

NEW VEHICLES

WINTER PROGRAM

Modify any 24, 36, 48, or 60 month lease to an odd term 3 months or longer and deliver in November, December, or January to earn extra money.

SERVICE CONTRACTS

Extended service contracts can be added up to \$2000 without prior approval. Section 14 of the lease contract must be completely filled out.

CREDIT INSURANCE

Credit insurance may be added to any lease.

EXCLUSIONS

North Shore will not lease:

- 1 ton vehicles.
- 15 passenger vans.
- Vehicles for hire.
- Gray market vehicles.
- Driver ed. vehicles.
- Any vehicle used for snowplowing.
- Canadian vehicles.
- Damaged vehicles.
- Out of state leases.
- Vehicles with branded titles.

USED VEHICLES

WINTER PROGRAM

Modify any 36, 48, or 60 month lease to an odd term 3 months or longer and deliver in November, December, or January to earn extra money.

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- Canadian vehicles.
- Damaged vehicles.
- Out of state leases.
- Vehicles with branded titles.

MILEAGE

NEW VEHICLES

Standard is 15,000 miles
Adjust for any existing miles

12,000 MILES PER YEAR

See current NSB guide for mileage enhancement

10,000 MILES PER YEAR

24-60 months NSB + 5%
10,000 miles per year is for approved vehicles only,
please refer to the current list.

EXCESS MILES

Up front \$.18
At lease end \$.15

Reduce the residual by multiplying the excess miles by the above charges, the resulting residual must be greater than 10% of the selling price. A maximum of 10,000 additional miles may be purchased up front per year.

DEMO MILES

To adjust for miles on the vehicle at time of delivery, use the mileage adjustment chart in the NSB Residual Guide.

USED VEHICLES

Standard is 15,000 miles
Adjust for any existing miles

12,000 MILES PER YEAR

The add for 12,000 miles is determined by taking the CRV column in the NSB book, including adds or deducts, and multiplying it by the appropriate column in the mileage adjustment chart in the front of the book. Add or subtract this value from the residual.

10,000 MILES PER YEAR

Not Applicable.

EXCESS MILES

Up front \$.18
At lease end \$.15

Reduce the residual by multiplying the excess miles by the above charges, the resulting residual must be greater than 10% of the selling price. A maximum of 10,000 additional miles may be purchased up front per year.

DEMO MILES

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ADVANCE

NEW VEHICLES

ADVANCE

110% up to 60 months or 115% to qualified credit.
Plus Acquisition Fee
Plus Extended Warranties
Plus Insurance

MSRP is the sticker price after discount packages.

USED VEHICLES

ADVANCE

36-60 months CRV X 115%
Plus Acquisition Fee
Plus Extended Warranties
Plus Insurance

CRV is after adds and/or deducts

ENHANCEMENTS

NEW VEHICLES

ENHANCED RESIDUAL

Raise residual 2% by raising the rate .0002
Not available on terms of less than 36 months.

DEFERRED PAYMENT

To defer the first payment add \$100 to the Acquisition fee. The customer does not need to come up with a payment at delivery, instead, the first payment is due in 30 days. The customer still makes the total number of payments with the last payment due at the end of the lease.

SINGLE PAY LEASE

Calculate a single pay lease the same way as a standard lease. The buy rate is discounted by .0001. Security deposit is waived free of charge. The total of the payments is the single pay due on delivery. 24-60 months. Single pay rider form is required.

WAIVE SECURITY DEPOSIT

Waived for no charge for all customers with Tier 1 approval. Tier 2 approvals payment rounded up to next \$25 minimum \$250. Security deposit can be waived by adding \$200 to acquisition fee or by adding .0002 to rate.

USED VEHICLES

ENHANCED RESIDUAL

Not Applicable

DEFERRED PAYMENT

To defer the first payment add \$100 to the Acquisition fee. The customer does not need to come up with a payment at delivery, instead, the first payment is due in 30 days. The customer still makes the total number of payments with the last payment due at the end of the lease.

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ENHANCEMENTS

continued

NEW VEHICLES

LEASE LOYALTY

Existing North Shore Bank lease customers may waive the security deposit and defer first payment at no charge. Not applicable on any business leases.

EXPRESSWAY INSTANT CREDIT APPROVAL

\$100 discount on acquisition fee, defer 1st payment and waive security deposit no charge for well-qualified customers that fulfill all the requirements on the Expressway checklist. The Expressway program allows the dealer to spot deliver customers without prior credit approval. Refer to the current Expressway checklist for program requirements.

USED VEHICLES

LEASE LOYALTY

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EXPRESSWAY INSTANT CREDIT APPROVAL

\$100 discount on acquisition fee, defer 1st payment and waive security deposit no charge for well-qualified customers that fulfill all the requirements on the Expressway checklist. The Expressway program allows the dealer to spot deliver customers without prior credit approval. Refer to the current Expressway checklist for program requirements.

DEALER FUNDS

NEW VEHICLES

RESERVE

Reserve is earned by marking up the Buy Rate. Reserve is paid up front with no charge back. Reserve is paid as a percentage of the net capitalized cost from 1% to 6% depending on the rate mark up. See the current rate sheet for mark up necessary to earn specific reserve.

DRAFT

North Shore Bank pays the dealership electronically upon receipt of a cashable lease deal. Any earned reserve will be included in this check.

VOLUME DISCOUNT

Any dealer that books 10 deals in one month will receive a .0001 rate discount in the following month.

USED VEHICLES

RESERVE

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BUSINESS LEASE MANUAL

IMPORTANT LEASING NUMBERS

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Contract Funding	800-236-1260 262-797-3312	
Lease Returns	262-546-0041	Chuck Storniolo
Sales Manager	262-797-330	Michael Kellman
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RATES

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NEW VEHICLES

VOLUME DISCOUNT

Dealerships that book 10 or more leases in a given month will receive a .0001 discount for the following month.

SINGLE PAY LEASES

Reduce the rate by .0001 for single pay leases (see program guidelines on Enhancement tab for conditions).

PERSONAL GUARANTEE

Business Leases without a personal guarantee are priced at tier two.

USED VEHICLES

VOLUME DISCOUNT

Dealerships that book 10 or more leases in a given month will receive a .0001 discount for the following month.

SINGLE PAY LEASES

Reduce the rate by .0001 for single pay leases (see program guidelines on Enhancement tab for conditions) .

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RESIDUALS

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NEW VEHICLES

24-60 months use NSB Residual Guide.

ODD TERM RESIDUALS

Use the difference between two terms. For example 42 month residual = 36 + 48 month residuals divided by 2.

DEALER ADDS

Refer to the chart in the current NSB Residual Guide for allowable adds and amounts.

EXCESS AND LOW MILEAGE

See mileage tab.

COMMERCIAL USE

There is no deduction for commercial or business use, however, there may be additional security deposits required based on the use of the vehicle.

MRM

North Shore follows MRM guideline values published in NSB Residual Guide.

USED VEHICLES

36-60 months use NSB Residual Guide.

DEALER ADDS

Use only the adds listed in the NSB Residual Guide under the specific model that you are leasing.

EXCESS AND LOW MILEAGE

See Mileage tab.

COMMERCIAL USE

There is no deduction for commercial or business use, however, there may be additional security deposits required based on the use of the vehicle.

PARAMETERS

NEW VEHICLES

TERMS

24-60 months

Minimum lease term is 24 months.

ACQUISITION FEE

\$750 for vehicles up to \$50,000 CRV

\$750 for vehicles over \$50,000 CRV

DISPOSITION FEE

North Shore Bank charges a disposition fee equal to one monthly payment with a maximum of \$350 on all vehicle leases. Disposition fee can be waived by adding \$300 to the acquisition fee.

GAP

North Shore Bank will make available substitution of collateral if possible. North Shore Bank will forgive the gap caused by theft or collision loss if the lease is current, not in default at the time of insurance payoff and substitution is not possible.

SECURITY DEPOSIT - New & Used

Waived for no charge for all customers with Tier 1 approval.

Tier 2 approvals payment rounded up to next \$25 minimum \$250.

Security deposit can be waived by adding \$200 to acquisition fee or by adding .0002 to rate.

SECOND PAYMENT DATE

Second payment dates are 30 days from 1st payment date.

USED VEHICLES

TERMS

36-60 months

Minimum lease term is 36 months.

ACQUISITION FEE

\$750 for vehicles up to \$50,000 CRV

\$750 for vehicles over \$50,000 CRV

DISPOSITION FEE

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PARAMETERS

continued

NEW VEHICLES

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SERVICE CONTRACTS

Extended service contracts can be added up to \$2000 without prior approval.

CREDIT INSURANCE

Credit insurance can be added to any lease.

EXCLUSIONS

North Shore Bank will not lease;

- 1 ton vehicles.
- 15 passenger vans.
- Municipal and government accounts.
- Vehicles for hire.
- Gray market vehicles.
- Five or more vehicles leased to a single entity and terminating within 60 days of one another
- Driver Ed. vehicles
- Any vehicle used for snow plowing.
- Canadian Vehicles.
- Damaged Vehicles.
- Out of state leases.
- Vehicles with branded titles.

PERSONAL GUARANTIES

A personal guaranty may be required on businesses that do not have a complete D&B report on file. Sole Proprietors or businesses that have been in business less than two years may require a personal guaranty.

USED VEHICLES

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MILEAGE

NEW VEHICLES

Standard is 15,000 miles
Adjust for any existing miles.

12,000 MILES PER YEAR *

See current NSB guide for mileage enhancements.

10,000 MILES PER YEAR

24-60 months NSB Residual + 5%
10,000 miles per year is for approved vehicles only,
please refer to the current list.

EXCESS MILES

Up front \$.18

At lease end \$.15

Reduce the residual by multiplying the excess miles by the above charges, the resulting residual must be greater than 10% of the selling price. A maximum of 10,000 additional miles may be purchased up front per year.

DEMO MILES

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110% up to 60 months or 115% to qualified credit
Plus Acquisition Fee
Plus Extended Warranties
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MSRP is the sticker price after discount packages.

USED VEHICLES

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36-60 months CRV X 115%
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ENHANCEMENTS

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Thank You For Using North Shore Bank

P & B Lease Manual
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