

New dealer application process

WELLS
FARGO

Be prepared every step of the way and learn about the Wells Fargo Commercial Distribution Finance (CDF) application process. Below, we've outlined the required items and actions you'll need to tackle. We are here to help. Our passion is to help businesses like yours and it shows in work. In fact, 93% of our customers ranked our customer service a 9 or 10.¹

FIVE STEPS TO OPENING A CREDIT LINE IN THE U.S.²

1. Let's get started

- After talking to your CDF sales representative, you'll get an email to complete your application
- While filling out your forms, you may be asked for business-related items such as:
 - Tax ID
 - Year established
 - Entity type
 - Insurance details
 - Financial statements
 - Specific owner information including social security number, date of birth, and address



2. Finish and submit your entire application package

- Complete your online or paper application
- Provide necessary documents, records, information, etc.



3. The CDF credit team reviews your application package

- A CDF sales representative will send you an email confirming that your application package has been received
- Be on the lookout for additional questions or documents from our team; we may need to clarify a few things



4. You're approved.³ Now what?

- Your CDF sales representative will call to explain the decision and may outline additional conditions needed to activate your credit line
- For documentation questions, talk to our specialists at cdfdocs@wellsfargo.com. They'll respond within a few hours
- Review and sign all documents, and satisfy all outstanding conditions



5. You're almost ready for business

- Receive a welcome email and package from our team
- A Customer Care team member will contact you within the first week of activation to help you set up your account and answer any questions. If you have questions before then, call 800-553-8232
- Participate in an introductory call with your new account manager
- Let your manufacturer know that your credit line with CDF is open



Your credit line is now open!

1. Based on a 0 - 10 point scale; received 5,680 surveys from existing Wells Fargo CDF customers in 2016.

2. Dependent on size and structure. For more information, please speak with your Wells Fargo CDF sales representative.

3. Subject to qualification, change in program terms and credit approval. See your financing agreement for all terms and conditions. Nothing contained herein is, or shall be relied upon as, a promise, representation or commitment to provide financing or interest-free financing.

© 2017 Wells Fargo Commercial Distribution Finance. All rights reserved. Products and services require credit approval. Nothing contained herein is, or shall be relied upon as, a promise, representation or commitment to provide financing. From time to time, an approval may not be obtained or conditioned on the fulfillment of certain requirements.

Wells Fargo Commercial Distribution Finance is the trade name for certain inventory financing (floor planning) services of Wells Fargo & Company and its subsidiaries.



Product & Credit Line Request:

Manufacturer/Distributor: _____ **Requested Credit Line Amount:** \$ _____
Product Type/Line(s): _____ **Orders Pending?** Yes No **If YES, Amount** \$ _____
Primary Market Served: US Canada Other **Referred By:** _____

Dealer Applicant ("Applicant") Information:

Legal Business Name of Applicant _____ DBA Name (If any) _____ Phone _____ Fax _____ Cell _____ Email Address _____ Headquarters Address _____ City, State ZIP _____ (no P.O. Boxes) Key Contact Name _____ Key Contact Phone _____ Email _____ Federal Tax ID _____ State Org ID _____	State of Incorporation or Residence _____ Year Established _____ Years Under Present Owner _____ Website www. _____ Property Information: Own <input type="checkbox"/> Rent <input type="checkbox"/> Name of Landlord _____ Contact _____ Phone _____
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Entity Information:

Business Type: Corporation General Partnership Limited Partnership LLC - Member Managed LLC - Manager Managed Sole Proprietor
 Is Applicant a publicly-held company? Yes No If Yes: Exchange Name _____ Ticker Symbol _____
 Listed >1 Year? Yes No Market Cap >\$75M? Yes No

Additional Location(s): If more than two, please provide additional location information on separate sheet and attach.

Contact & Phone _____ Address _____ City, State, ZIP _____	Property Information: Own <input type="checkbox"/> Rent <input type="checkbox"/> Name of Landlord _____ Contact _____
Contact & Phone _____ Address _____ City, State, ZIP _____	Property Information: Own <input type="checkbox"/> Rent <input type="checkbox"/> Name of Landlord _____ Contact _____

Insurance Information:

Insurance Company /Agent _____ Phone _____ Property Coverage Amount \$ _____

Lender and Open Account Information: If more than two, please provide additional location information on separate sheet and attach.

Lender/Distributor Name _____ Brand(s) Financed _____	Credit Line \$ _____ Account # _____
Lender/Distributor Name _____ Brand(s) Financed _____	Credit Line \$ _____ Account # _____

Principal Information: Complete Names and Addresses Needed. Principals include all officers (including President and Secretary) and, for a Partnership, all General and/or Limited Partners; for an LLC, all Members and Managers; and for a Sole Proprietorship, the Sole Proprietor. If additional Principals, provide all information on a separate sheet and attach.

First, Middle, Last _____ Home Address _____ City, State, ZIP _____ Phone # _____ Social Security # _____ Date of Birth _____	Title _____ Ownership % _____ Country of Citizenship _____ Does principal own 50% or more of another company? Y <input type="checkbox"/> N <input type="checkbox"/> If Yes, Business Name _____ If Yes, Federal Tax ID # _____
First, Middle, Last _____ Home Address _____ City, State, ZIP _____ Phone # _____ Social Security # _____ Date of Birth _____	Title _____ Ownership % _____ Country of Citizenship _____ Does principal own 50% or more of another company? Y <input type="checkbox"/> N <input type="checkbox"/> If Yes, Business Name _____ If Yes, Federal Tax ID # _____

First, Middle, Last _____	Title _____
Home Address _____	Ownership % _____ Country of Citizenship _____
City, State, ZIP _____	Does principal own 50% or more of another company? Y <input type="checkbox"/> N <input type="checkbox"/>
Phone # _____	If Yes, Business Name _____
Social Security # _____ Date of Birth _____	If Yes, Federal Tax ID # _____

Key Individual/Owner Information: Complete Names and Addresses Needed. A Key Individual / Owner is any person or entity, OTHER THAN THOSE LISTED ABOVE, that owns 10% or more of the Applicant or is involved in significant day-to-day management of the Applicant (e.g., General Manager). If additional Key Owners/ Individuals, provide all information on a separate sheet and attach.

First, Middle, Last _____	Title _____
Home Address _____	Ownership % _____ Country of Citizenship _____
City, State, ZIP _____	
Phone # _____	Social Security # _____ Date of Birth _____

First, Middle, Last _____	Title _____
Home Address _____	Ownership % _____ Country of Citizenship _____
City, State, ZIP _____	
Phone # _____	Social Security # _____ Date of Birth _____

If Ownership % of all Principals, Key Individuals and Owners listed above does not total 100%, Explain: _____

Additional Document Requirements:

- For Requested Technology Credit Lines regardless of size and/or for all other Requested Credit Lines of \$500,000 or greater – Provide last 2 years business financial statements (Balance Sheet & Income Statement)
- Sole Proprietorships and General Partnerships – Provide current (within last 12 months) personal financial statements
- Corporations–provide Articles of Incorporation; Partnership–provide Partnership Agreement; LLC–provide Operating Agreement; Sole Prop–provide Tax Return
- Provide copy of Driver's License or State ID for all principals and/or officers

Additional Questions

- Has Applicant and/or any Principal, Key Individual or Owner of Applicant done business with Wells Fargo? Yes No
- Has Applicant and/or any Principal, Key Individual or Owner of Applicant ever defaulted with any Wells Fargo line of business? Yes No
- Has Applicant and/or any Principal, Key Individual or Owner of Applicant filed bankruptcy/insolvency? Yes No
 IF YES and within 10 years, attach explanation, discharge papers and list of creditors.
- Has Applicant and/or any Principal, Key Individual or Owner of Applicant been charged with a felony? Yes No
- Does Applicant and/or any Principal, Key Individual or Owner sell arms or armaments? Yes No
- Has Applicant and/or any Principal, Key Individual or Owner of Applicant ever operated a marijuana dispensary? Yes No

The above named Applicant makes this application to Wells Fargo Commercial Distribution Finance, LLC ("Lender") for an inventory finance credit facility and gives the above information to Lender for this purpose. Applicant authorizes Lender to (i) file a financing statement against all of Applicant's personal property prior to the execution of a security agreement, (ii) upon Lender's approval of a credit facility for Applicant, to send purchase money notification letters to all prior UCC filers and negotiate subordination agreements with other lenders, and (iii) to obtain and investigate information concerning any statements made herein. In the event Applicant's application for credit is denied, Applicant may request a statement of specific reasons for denial within sixty (60) days of notification of the denial, and which should be provided to you within thirty (30) days. Requests for specific reasons for denial should be addressed to Lender at the address noted above. I (or we, in the event that additional principals or potential guarantors execute this application by signing below) understand and agree that my (our) personal consumer credit report may be requested in connection with this application and any subsequent update, renewal, or extension of credit. If I (we) request, I (we) will be informed whether or not a credit report was requested and the name and address of the agency that furnished the report. If approved for a credit facility, Applicant authorizes Lender to use any telephone, facsimile machine, computer or other device to send communications concerning Lender programs to the Applicant. To the best of the knowledge of the undersigned, the information provided in this application is true and complete. CALIFORNIA RESIDENTS: A married applicant may apply for an individual account. OHIO RESIDENTS: Ohio laws against discrimination require that all creditors make credit equally available to all credit worthy customers and that credit reporting agencies maintain separate credit histories on each individual upon request. The Ohio Civil Rights Commission administers compliance with this law. To help the government fight the funding of terrorism and money laundering activities, Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account. When Applicant opens an account, Lender will ask for the name(s), address(es), date(s) of birth, and other information that will allow Lender to identify Applicant, and its owner(s) and guarantor(s) as applicable. Lender may also ask to see driver's licenses or other identifying documents related to Applicant, and its owner(s) and guarantors as applicable.

APPLICANT AND ALL PRINCIPALS/OWNERS ARE REQUIRED TO SIGN AT BOTTOM

Applicant Signature _____	Date _____
Print Name _____	Title _____
Principal Signature _____	Date _____
Print Name _____	Title _____
Principal Signature _____	Date _____
Print Name _____	Title _____
Principal Signature _____	Date _____
Print Name _____	Title _____

Please sign, print and return the above application, along with any required attachments