

BMW Financial Services

Business Application



A. FINANCE AND VEHICLE INFORMATION

Type of Contract <input type="checkbox"/> Lease <input type="checkbox"/> Pre-Pay Lease <input type="checkbox"/> Select <input type="checkbox"/> Retail <input type="checkbox"/> OwnersChoice	Center Number	Center Name	Phone	Contact
CONTRACT FINANCE INFORMATION	MSRP \$	Selling Price \$	Cash Down \$	Net Trade In \$
	Other Charges \$	Amount Financed \$	Term	Monthly Payment \$
VEHICLE INFORMATION	Year <input type="checkbox"/> New <input type="checkbox"/> Used <input type="checkbox"/> Demo	Make	Model	Mileage
TRADE IN INFORMATION	Year	Make	Model	Mileage

B. BUSINESS INFORMATION

DEMOGRAPHIC	Business Name	Business Phone	Website/E-Mail	
	Business Address	City	State	Zip
	Date Of	<input type="checkbox"/> Incorporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship	Years Established	Years Under Present Ownership
	Nature of Business	DUNS Number	Tax ID Number	
OFFICERS	First	Last	Title	% Own

C. BANKING & PREVIOUS VEHICLE INFORMATION

BANKING	Account Type <input type="checkbox"/> Checking	Account Number	Balance	Bank Officer Name
	Bank Name	Address	City	State
	Account Type <input type="checkbox"/> Loan	Account Number	Balance	Bank Officer Name
	Bank Name	Address	City	State
PREVIOUS/PRESENT VEHICLE:	<input type="checkbox"/> Leased <input type="checkbox"/> Financed	Name of Firm	Phone	Account Number
	Status: <input type="checkbox"/> Open <input type="checkbox"/> Paid <input type="checkbox"/> Trade	Address	City	State

Financial Statements (most current year end and prior year end including footnotes) are required from business applicants. Federal income tax forms may be submitted in lieu of business financial statements. The 1040 forms must be supported by appropriate business related schedules such as Schedule C.

D. PERSONAL GUARANTOR/CO-APPLICANT PERSONAL INFORMATION

PERSONAL INFO	Social Security Number	Last Name	First Name	Middle Initial	Jr./Sr.
	Date of Birth	Home Phone	E-Mail		
	Present Address	City	State	Zip	County
	Previous Address	City	State	Zip	County
EMPLOYMENT	Nearest Relative Not Living With You - Last Name		First Name	Home Phone	
	Address		City	State	
	Employer Name	Employer Phone	Years of Service Yrs. Mos.	Occupation	
	Business Address	City	State	Zip	Gross Annual \$
FINANCE	Other Annual Income	Source of Annual Income (Alimony, child support or separate maintenance income need not be revealed if you do not wish to have it considered as a basis for repaying the obligation.)			Self Employed? <input type="checkbox"/> Yes <input type="checkbox"/> No
	Education Background (Highest Level) <input type="checkbox"/> High School <input type="checkbox"/> 2 Yr. College <input type="checkbox"/> 4 Yr. College <input type="checkbox"/> Graduate School				
	Residence <input type="checkbox"/> Mortgage <input type="checkbox"/> With Relatives <input type="checkbox"/> Renting <input type="checkbox"/> Own Free & Clear	Monthly Payment \$	Personal Finance <input type="checkbox"/> Checking <input type="checkbox"/> Savings		
	Have You Ever Obtained Credit Under a Different Name? <input type="checkbox"/> No <input type="checkbox"/> Yes (List Names)	Have You Ever Filed Bankruptcy? <input type="checkbox"/> No <input type="checkbox"/> Yes (Date)			

E. COMMENTS

Yes <input type="checkbox"/> No <input type="checkbox"/> Previous BMW Financial Services Customer	Yes <input type="checkbox"/> No <input type="checkbox"/> Certified Pre-Owned
Yes <input type="checkbox"/> No <input type="checkbox"/> Waive Security Deposit per Program (include acct. # or VIN in comments)	Yes <input type="checkbox"/> No <input type="checkbox"/> Foreign National (Fax Foreign National Checklist)
Yes <input type="checkbox"/> No <input type="checkbox"/> Waive Security Deposit with Rate Adder	Yes <input type="checkbox"/> No <input type="checkbox"/> College Grad Program

Center Name _____

Business Name _____

List operators in order of most frequent use.

Name	% of Vehicle Use	Birthdate	Sex	Operator's License #	State
Social Security #		/ /	M <input type="checkbox"/> F <input type="checkbox"/>		
Address		Phone ()			Years Licensed
Name	% of Vehicle Use	Birthdate	Sex	Operator's License #	State
Social Security #		/ /	M <input type="checkbox"/> F <input type="checkbox"/>		
Address		Phone ()			Years Licensed
Name	% of Vehicle Use	Birthdate	Sex	Operator's License #	State
Social Security #		/ /	M <input type="checkbox"/> F <input type="checkbox"/>		
Address		Phone ()			Years Licensed

Certified Resolution for Business Entity


Company: _____ Date: _____

I, the undersigned, hereby certify as follows:

1. I am the president, treasurer, secretary or another officer, or partner, or member, or manager of the above-referenced Company and I have the authority to make this certification to you.
2. The following resolutions were duly and properly adopted by the Company's board of directors, partners, members, managers or owners:

RESOLVED, that the Company is hereby authorized to finance or lease one or more motor vehicles and ancillary products or services from or through BMW Financial Services NA, LLC, Financial Services Vehicle Trust or their affiliates, assigns or predecessors-in-interest (including any motor vehicle retailer that regularly assigns finance or lease contracts to BMW Financial Services NA, LLC, Financial Services Vehicle Trust or their affiliates); and

RESOLVED, that any one or more of the following named persons, whose actual signatures are shown below, are authorized to execute any agreement or other documents necessary or appropriate to carry out the foregoing resolution:

Name of Authorized Signer(s)	Title	Signature
_____	_____	
_____	_____	_____
_____	_____	_____

3. These resolutions have not been amended or revoked and are still in full force and effect.

By: _____
Name Title

FOR PERSONAL GUARANTORS OR CO-APPLICANTS THE FOLLOWING SPECIAL NOTICES MAY APPLY:

'The information in this application is true and correct to the best of my knowledge. I authorize BMW Financial Services, a group that includes various entities offering different financial services products, to request information from me and to make whatever inquiries it considers necessary and appropriate (including requesting a consumer report from consumer reporting agencies) in considering granting me credit and for the purpose of any updates, renewals, extensions of credit, reviewing or collecting my account, offering me other products and services for which I may qualify, or for any other lawful purpose. You will rely on this information in deciding whether to grant the credit requested. My application will be considered by the appropriate creditor in the BMW Financial Services group depending on the type of credit I request. If I change the type of credit that I am requesting, I thereby request that a second creditor in your group offering the requested type of credit consider my application; and I consent to both creditors reviewing my credit report. I understand that BMW Financial Services will retain this application whether or not credit is approved.

CALIFORNIA RESIDENTS: A married applicant may apply for an individual account.

IMPORTANT INFORMATION ABOUT PROCEDURES FOR OPENING A NEW ACCOUNT

Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account. When you open an account, we will ask for your name, address, date of birth, and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying documents.

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.

NEW YORK RESIDENTS: Upon your request, you will be informed whether or not a consumer credit report was requested, and if so, the name and address of the agency that furnished such report.

MARRIED WISCONSIN RESIDENTS: Wisconsin law provides that no provision of any marital property agreement, or unilateral statement or court order applying to marital property will adversely affect a creditor's interests unless, prior to the time that the credit is granted, the creditor is furnished with a copy of the agreement, statement or decree, or has actual knowledge of the adverse provision.

If you are making this application individually, and not jointly with your spouse, please be sure that the full name and current address of your spouse is properly disclosed in Section D on the front cover of this application.

MASSACHUSETTS RESIDENTS: Massachusetts law prohibits discrimination on the basis of marital status or sexual orientation.

NOTICE TO APPLICANT(S): BY SIGNATURE BELOW APPLICANT(S) AUTHORIZE SUBMISSION OF THIS BUSINESS CREDIT APPLICATION TO BMW FINANCIAL SERVICES 5550 BRITTON PARKWAY, HILLIARD, OH, 43026-7456

Signature By _____ Title & Position _____ Date _____

Personal Guarantor/Co-Applicant
Signature _____ Date _____

WIRE \$

Wiring instructions:

Account Name:

Sonic Automotive, Inc

Sonic Automotive International Wire #14

101 South Tryon St.

Charlotte, NC 28255

1 (704) 386-5478

Account Number: 229009276616

Bank Name: Bank of America

INTERNATIONAL WIRE:

SWIFT Address : BOFAUS3N

ACH

Acct # 2290424504

ROUTE # 063100277

MY CONTACT #

562-427-5494

Cell 562-999-6564

By/for JACK SIN

FAX - 562 426-0817

By/for. JACK SIN @ LONGBEACH
BINW.COM

DIMITRII

I ALSO NEED

1. COPY OF DRIVERS LICENSE
OR PASSPORT
2. BILL OF LADING
SHOWING CAL WILL
BE TRUCKED TO
PORT / DESTINATION

Buyer Name and Address (Including County and Zip Code) MAKMAL NORTH AMERICA 92 DOVETAIL DRIVE RICHMOND HILL ON L4E 5A7	Co-Buyer Name and Address (Including County and Zip Code) 92 DOVETAIL DRIVE RICHMOND HILL ON L4E 5A7	Creditor-Seller (Name and Address) LONG BEACH BMW-MINI 2998 CHERRY AVENUE SIGNAL HILL, CA 90755
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You, the Buyer (and Co-Buyer, if any), may buy the vehicle below for cash or on credit. By signing this contract, you choose to buy the vehicle on credit under the agreements on the front and back of this contract. You agree to pay the Creditor - Seller (sometimes "we" or "us" in this contract) the Amount Financed and Finance Charge in U.S. funds according to the payment schedule below. We will figure your finance charge on a daily basis. The Truth-In-Lending Disclosures below are part of this contract.

New Used	Year	Make and Model	Odometer	Vehicle Identification Number	Primary Use For Which Purchased
USED	2003	MONTERO MITSUBISHI	126912	JA4NW51S93J030334	<input type="checkbox"/> personal, family or household <input type="checkbox"/> business or commercial

FEDERAL TRUTH-IN-LENDING DISCLOSURES				
ANNUAL PERCENTAGE RATE The cost of your credit as a yearly rate.	FINANCE CHARGE The dollar amount the credit will cost you.	Amount Financed The amount of credit provided to you or on your behalf.	Total of Payments The amount you will have paid after you have made all payments as scheduled.	Total Sale Price The total cost of your purchase on credit, including your down payment of \$0.00 ^{is}
0.00 %	\$ 0.00 ^(e)	\$ 7850.00	\$ 7850.00 ^(e)	\$ 7850.00 ^(e)
(e) means an estimate				
YOUR PAYMENT SCHEDULE WILL BE:				
Number of Payments:	Amount of Payments:	When Payments Are Due:		
One Payment of	N/A	N/A		
One Payment of	N/A	N/A		
1 Payments	7850.00	Monthly, Beginning 12/29/11		
Payments	N/A	Monthly, Beginning N/A		
One Final Payment				
Late Charge. If payment is not received in full within 10 days after it is due, you will pay a late charge of 5% of the part of the payment that is late. Prepayment. If you pay off all your debt early, you may be charged a minimum finance charge. Security Interest. You are giving a security interest in the vehicle being purchased. Additional Information: See this contract for more information including information about nonpayment, default, any required repayment in full before the scheduled date, minimum finance charges, and security interest.				

ITEMIZATION OF THE AMOUNT FINANCED (Seller may keep part of the amounts paid to others.)	
1. Total Cash Price	
A. Cash Price of Motor Vehicle and Accessories	\$ 7704.75 ^(A)
1. Cash Price Vehicle	\$ 7704.75
2. Cash Price Accessories	\$ N/A
3. Other (Nontaxable)	\$ N/A
Describe N/A	\$ N/A
Describe N/A	\$ N/A
B. Document Preparation Fee (not a governmental fee)	\$ 55.00 ^(B)
C. Smog Fee Paid to Seller	\$ 50.00 ^(C)
D. (Optional) Theft Deterrent Device (to whom paid) N/A	\$ N/A ^(D)
E. (Optional) Theft Deterrent Device (to whom paid) N/A	\$ N/A ^(E)
F. (Optional) Theft Deterrent Device (to whom paid) N/A	\$ N/A ^(F)
G. (Optional) Surface Protection Product (to whom paid) N/A	\$ N/A ^(G)
H. (Optional) Surface Protection Product (to whom paid) N/A	\$ N/A ^(H)
I. Sales Tax (on taxable items in A through H)	\$ N/A ^(I)
J. Optional DMV Electronic Filing Fee	\$ N/A ^(J)
K. (Optional) Service Contract (to whom paid) N/A	\$ N/A ^(K)
L. (Optional) Service Contract (to whom paid) N/A	\$ N/A ^(L)
M. (Optional) Service Contract (to whom paid) N/A	\$ N/A ^(M)
N. (Optional) Service Contract (to whom paid) N/A	\$ N/A ^(N)
O. (Optional) Service Contract (to whom paid) N/A	\$ N/A ^(O)
P. Prior Credit or Lease Balance paid by Seller to N/A	\$ (P)
(see downpayment and trade-in calculation)	
Q. (Optional) Gap Contract (to whom paid) N/A	\$ N/A ^(Q)
R. (Optional) Used Vehicle Contract Cancellation Option Agreement	\$ N/A ^(R)

STATEMENT OF INSURANCE			
NOTICE. No person is required as a condition of financing the purchase of a motor vehicle to purchase or negotiate any insurance through a particular insurance company, agent or broker. You are not required to buy any other insurance to obtain credit. Your decision to buy or not buy other insurance will not be a factor in the credit approval process.			
Vehicle Insurance			
	Term	Exp.	Premium
\$ N/A Ded. Comp., Fire & Theft	N/A Mos.		\$ N/A
\$ N/A Ded. Collision	N/A Mos.		\$ N/A
Bodily Injury \$ N/A Limits	N/A Mos.		\$ N/A
Property Damage \$ N/A Limits	N/A Mos.		\$ N/A
Medical \$ N/A	N/A Mos.		\$ N/A
Total Vehicle Insurance Premiums			\$ N/A ^(a)
UNLESS A CHARGE IS INCLUDED IN THIS AGREEMENT FOR PUBLIC LIABILITY OR PROPERTY DAMAGE INSURANCE, PAYMENT FOR SUCH COVERAGE IS NOT PROVIDED BY THIS AGREEMENT.			
You may buy the physical damage insurance this contract requires (see back) from anyone you choose who is acceptable to us. You are not required to buy any other insurance to obtain credit.			
Buyer X Co-Buyer X Seller X LONG BEACH BMW-MINI			

If any insurance is checked below, policies or certificates from the named insurance companies will describe the terms and conditions.

Application for Optional Credit Insurance			
<input type="checkbox"/> Credit Life: <input type="checkbox"/> Buyer <input type="checkbox"/> Co-Buyer <input type="checkbox"/> Both <input type="checkbox"/> Credit Disability (Buyer Only)			
	Term	Exp.	Premium
Credit Life	N/A Mos.	N/A	\$ N/A
Credit Disability	N/A Mos.	N/A	\$ N/A
Total Credit Insurance Premiums			\$ N/A ^(b)
Insurance Company Name	N/A		
Home Office Address	N/A		
Credit life insurance and credit disability insurance are not required to obtain credit. Your decision to buy or not buy credit life and credit disability insurance will not be a factor in the credit approval process. They will not be provided unless you sign and agree to pay the extra cost. Credit life insurance is based on your original payment schedule. This insurance may not pay all you owe on this contract if you make late payments. Credit disability insurance does not cover any increase in your payment or in the number of payments. Coverage for credit life insurance and credit disability insurance ends on the original due date for the last payment unless a different term for the insurance is shown above.			
You are applying for the credit insurance marked above. Your signature below means that you agree that: (1) You are not eligible for insurance if you have reached your 65th birthday. (2) You are eligible for disability insurance only if you are working for wages or profit 30 hours a week or more on the Effective			

Q. (Optional) Gap Contract (to whom paid) N/A \$ N/A
 R. (Optional) Used Vehicle Contract Cancellation Option Agreement \$ N/A
 S. Other (to whom paid) N/A \$ N/A
 For N/A

Total Cash Price (A through S) \$ 7809.75 (1)

2. Amounts Paid to Public Officials

A. License Fees \$ N/A
 B. Registration/Transfer/Titling Fees \$ 32.00
 C. California Tire Fees \$ N/A
 D. Other N/A \$ N/A

Total Official Fees (A through D) \$ 32.00 (2)

3. Amount Paid to Insurance Companies
 (Total premiums from Statement of Insurance column a + b) \$ N/A (3)

4. ☐ ~~Smog~~ Certification or ☐ Exemption Fee Paid to State \$ 8.25 (4)

5. Subtotal (1 through 4) \$ 7850.00 (5)

6. Total Downpayment

A. Agreed Trade-In Value Yr N/A Make N/A \$ N/A
 Model N/A Odom N/A
 VIN N/A

B. Less Prior Credit or Lease Balance \$ N/A
 C. Net Trade-In (A less B) (indicate if a negative number) \$ N/A
 D. Deferred Downpayment \$ N/A
 E. Manufacturer's Rebate \$ N/A
 F. Other \$ N/A
 G. Cash \$ N/A

Total Downpayment (C through G) \$ 0.00 (6)
 (If negative, enter zero on line 6 and enter the amount less than zero as a positive number on line 1P above)

7. Amount Financed (5 less 6) \$ 7850.00 (7)

SELLER ASSISTED LOAN

BUYER MAY BE REQUIRED TO PLEDGE SECURITY FOR THE LOAN, AND WILL BE OBLIGATED FOR THE INSTALLMENT PAYMENTS ON BOTH THIS RETAIL INSTALLMENT SALE CONTRACT AND THE LOAN.

Proceeds of Loan From: N/A
 Amount \$ N/A Finance Charge \$ N/A
 Total \$ N/A Payable in N/A
 installments of \$ N/A \$ N/A
 from this Loan is shown in item 6D.

AUTO BROKER FEE DISCLOSURE

If this contract reflects the retail sale of a new motor vehicle, the sale is not subject to a fee received by an autobroker from us unless the following box is checked:

☐ Name of autobroker receiving fee, if applicable:

SELLER'S RIGHT TO CANCEL. If Buyer and Co-Buyer sign here, the provisions of the Seller's Right to Cancel section on the back giving the Seller the right to cancel if Seller is unable to assign this contract to a financial institution will apply.

X
Buyer

X
Co-Buyer

disability insurance only if you are working for wages or profit 30 hours a week or more on the Effective Date. (3) Only the Primary Buyer is eligible for disability insurance. **DISABILITY INSURANCE MAY NOT COVER CONDITIONS FOR WHICH YOU HAVE SEEN A DOCTOR OR CHIROPRACTOR IN THE LAST 6 MONTHS** (Refer to "Total Disabilities Not Covered" in your policy for details).
 You want to buy the credit insurance.

Date X N/A Buyer Signature N/A Age N/A

Date X N/A Co-Buyer Signature N/A Age N/A

OPTIONAL GAP CONTRACT A gap contract (debt cancellation contract) is not required to obtain credit and will not be provided unless you sign below and agree to pay the extra charge. If you choose to buy a gap contract, the charge is shown in item 1Q of the Itemization of Amount Financed. See your gap contract for details on the terms and conditions it provides. It is a part of this contract.

Term N/A Mos. N/A Name of Gap Contract N/A

I want to buy a gap contract.

Buyer Signs X N/A

OPTIONAL SERVICE CONTRACT(S) You want to purchase the service contract(s) written with the following company(ies) for the term(s) shown below for the charge(s) shown in item 1K, 1L, 1M, 1N, and/or 1O.

1K Company N/A

Term N/A Mos. or N/A Miles

1L Company N/A

Term N/A Mos. or N/A Miles

1M Company N/A

Term N/A Mos. or N/A Miles

1N Company N/A

Term N/A Mos. or N/A Miles

1O Company N/A

Term N/A Mos. or N/A Miles

Buyer X N/A

HOW THIS CONTRACT CAN BE CHANGED. This contract contains the entire agreement between you and us relating to this contract. Any change to the contract must be in writing and both you and we must sign it. No oral changes are binding.

Buyer Signs X

Co-Buyer Signs X

OPTION: ☐ You pay no finance charge if the Amount Financed, item 7, is paid in full on or before _____, Year _____. SELLER'S INITIALS _____

THE MINIMUM PUBLIC LIABILITY INSURANCE LIMITS PROVIDED IN LAW MUST BE MET BY EVERY PERSON WHO PURCHASES A VEHICLE. IF YOU ARE UNSURE WHETHER OR NOT YOUR CURRENT INSURANCE POLICY WILL COVER YOUR NEWLY ACQUIRED VEHICLE IN THE EVENT OF AN ACCIDENT, YOU SHOULD CONTACT YOUR INSURANCE AGENT.

WARNING:

YOUR PRESENT POLICY MAY NOT COVER COLLISION DAMAGE OR MAY NOT PROVIDE FOR FULL REPLACEMENT COSTS FOR THE VEHICLE BEING PURCHASED. IF YOU DO NOT HAVE FULL COVERAGE, SUPPLEMENTAL COVERAGE FOR COLLISION DAMAGE MAY BE AVAILABLE TO YOU THROUGH YOUR INSURANCE AGENT OR THROUGH THE SELLING DEALER. HOWEVER, UNLESS OTHERWISE SPECIFIED, THE COVERAGE YOU OBTAIN THROUGH THE DEALER PROTECTS ONLY THE DEALER, USUALLY UP TO THE AMOUNT OF THE UNPAID BALANCE REMAINING AFTER THE VEHICLE HAS BEEN REPOSSESSED AND SOLD.

FOR ADVICE ON FULL COVERAGE THAT WILL PROTECT YOU IN THE EVENT OF LOSS OR DAMAGE TO YOUR VEHICLE, YOU SHOULD CONTACT YOUR INSURANCE AGENT.

THE BUYER SHALL SIGN TO ACKNOWLEDGE THAT HE/SHE UNDERSTANDS THESE PUBLIC LIABILITY TERMS AND CONDITIONS.

S/S X _____ X _____

Payoff Agreement: Seller relied on information from you and/or the lienholder or lessor of your trade-in vehicle to arrive at the payoff amount shown in item 6B of the Itemization of Amount Financed as the "Prior Credit or Lease Balance." Seller agrees to pay the payoff amount shown in 6B to the lienholder or lessor of the trade-in vehicle, or its designee. If the actual payoff amount is more than the amount shown in 6B, you must pay the Seller the excess on demand. If the actual payoff amount is less than the amount shown in 6B, Seller will refund the difference to you. Except as stated in the "NOTICE" on the back of this contract, any assignee of this contract will not be obligated to pay the Prior Credit or Lease Balance shown in 6B or any refund due from the Seller.

Buyer Signature X N/A Co-Buyer Signature X _____

Notice to buyer: (1) Do not sign this agreement before you read it or if it contains any blank spaces to be filled in. (2) You are entitled to a completely filled in copy of this agreement. (3) You can prepay the full amount due under this agreement at any time. (4) If you default in the performance of your obligations under this agreement, the vehicle may be repossessed and you may be subject to suit and liability for the unpaid indebtedness evidenced by this agreement.

If you have a complaint concerning this sale, you should try to resolve it with the seller.

Complaints concerning unfair or deceptive practices or methods by the seller may be referred to the city attorney, the district attorney, or an investigator for the Department of Motor Vehicles, or any combination thereof.

After this contract is signed, the seller may not change the financing or payment terms unless you agree in writing to the change. You do not have to agree to any change, and it is an unfair or deceptive practice for the seller to make a unilateral change.

SELLER ASSISTED LOAN

BUYER MAY BE REQUIRED TO PLEDGE SECURITY FOR THE LOAN, AND WILL BE OBLIGATED FOR THE INSTALLMENT PAYMENTS ON BOTH THIS RETAIL INSTALLMENT SALE CONTRACT AND THE LOAN.

Proceeds of Loan From: N/A
 Amount \$ N/A Finance Charge \$ N/A
 Total \$ N/A Payable in N/A
 installments of \$ N/A \$ N/A
 from this Loan is shown in item 6D.

AUTO BROKER FEE DISCLOSURE

If this contract reflects the retail sale of a new motor vehicle, the sale is not subject to a fee received by an autobroker from us unless the following box is checked:

☐ Name of autobroker receiving fee, if applicable:

Term N/A Mos. or N/A Miles
 1M Company N/A
 Term N/A Mos. or N/A Miles
 1N Company N/A
 Term N/A Mos. or N/A Miles
 1O Company N/A
 Term N/A Mos. or N/A Miles
 Buyer X N/A

HOW THIS CONTRACT CAN BE CHANGED. This contract contains the entire agreement between you and us relating to this contract. Any change to the contract must be in writing and both you and we must sign it. No oral changes are binding.

Buyer Signs X
 Co-Buyer Signs X

SELLER'S RIGHT TO CANCEL If Buyer and Co-Buyer sign here, the provisions of the Seller's Right to Cancel section on the back giving the Seller the right to cancel if Seller is unable to assign this contract to a financial institution will apply.

X Buyer X Co-Buyer

OPTION: ☐ You pay no finance charge if the Amount Financed, item 7, is paid in full on or before _____, Year _____. SELLER'S INITIALS _____

THE MINIMUM PUBLIC LIABILITY INSURANCE LIMITS PROVIDED IN LAW MUST BE MET BY EVERY PERSON WHO PURCHASES A VEHICLE. IF YOU ARE UNSURE WHETHER OR NOT YOUR CURRENT INSURANCE POLICY WILL COVER YOUR NEWLY ACQUIRED VEHICLE IN THE EVENT OF AN ACCIDENT, YOU SHOULD CONTACT YOUR INSURANCE AGENT.

WARNING:

YOUR PRESENT POLICY MAY NOT COVER COLLISION DAMAGE OR MAY NOT PROVIDE FOR FULL REPLACEMENT COSTS FOR THE VEHICLE BEING PURCHASED. IF YOU DO NOT HAVE FULL COVERAGE, SUPPLEMENTAL COVERAGE FOR COLLISION DAMAGE MAY BE AVAILABLE TO YOU THROUGH YOUR INSURANCE AGENT OR THROUGH THE SELLING DEALER. HOWEVER, UNLESS OTHERWISE SPECIFIED, THE COVERAGE YOU OBTAIN THROUGH THE DEALER PROTECTS ONLY THE DEALER, USUALLY UP TO THE AMOUNT OF THE UNPAID BALANCE REMAINING AFTER THE VEHICLE HAS BEEN REPOSSESSED AND SOLD.

FOR ADVICE ON FULL COVERAGE THAT WILL PROTECT YOU IN THE EVENT OF LOSS OR DAMAGE TO YOUR VEHICLE, YOU SHOULD CONTACT YOUR INSURANCE AGENT. THE BUYER SHALL SIGN TO ACKNOWLEDGE THAT HE/SHE UNDERSTANDS THESE PUBLIC LIABILITY TERMS AND CONDITIONS.

S/S X _____ X _____

Payoff Agreement: Seller relied on information from you and/or the lienholder or lessor of your trade-in vehicle to arrive at the payoff amount shown in item 6B of the Itemization of Amount Financed as the "Prior Credit or Lease Balance." Seller agrees to pay the payoff amount shown in 6B to the lienholder or lessor of the trade-in vehicle, or its designee. If the actual payoff amount is more than the amount shown in 6B, you must pay the Seller the excess on demand. If the actual payoff amount is less than the amount shown in 6B, Seller will refund the difference to you. Except as stated in the "NOTICE" on the back of this contract, any assignee of this contract will not be obligated to pay the Prior Credit or Lease Balance shown in 6B or any refund due from the Seller.

Buyer Signature X N/A Co-Buyer Signature X _____

Notice to buyer: (1) Do not sign this agreement before you read it or if it contains any blank spaces to be filled in. (2) You are entitled to a completely filled in copy of this agreement. (3) You can prepay the full amount due under this agreement at any time. (4) If you default in the performance of your obligations under this agreement, the vehicle may be repossessed and you may be subject to suit and liability for the unpaid indebtedness evidenced by this agreement.

If you have a complaint concerning this sale, you should try to resolve it with the seller.

Complaints concerning unfair or deceptive practices or methods by the seller may be referred to the city attorney, the district attorney, or an investigator for the Department of Motor Vehicles, or any combination thereof.

After this contract is signed, the seller may not change the financing or payment terms unless you agree in writing to the change. You do not have to agree to any change, and it is an unfair or deceptive practice for the seller to make a unilateral change.

Buyer Signature X _____ Co-Buyer Signature X _____

The Annual Percentage Rate may be negotiable with the Seller. The Seller may assign this contract and retain its right to receive a part of the Finance Charge.

THERE IS NO COOLING-OFF PERIOD UNLESS YOU OBTAIN A CONTRACT CANCELLATION OPTION

California law does not provide for a "cooling-off" or other cancellation period for vehicle sales. Therefore, you cannot later cancel this contract simply because you change your mind, decide the vehicle costs too much, or wish you had acquired a different vehicle. After you sign below, you may only cancel this contract with the agreement of the seller or for legal cause, such as fraud. However, California law does require a seller to offer a 2-day contract cancellation option on used vehicles with a purchase price of less than \$40,000, subject to certain statutory conditions. This contract cancellation option requirement does not apply to the sale of a recreational vehicle, a motorcycle, or an off-highway motor vehicle subject to identification under California law. See the vehicle contract cancellation option agreement for details.

YOU AGREE TO THE TERMS OF THIS CONTRACT. YOU CONFIRM THAT BEFORE YOU SIGNED THIS CONTRACT, WE GAVE IT TO YOU, AND YOU WERE FREE TO TAKE IT AND REVIEW IT. YOU ACKNOWLEDGE THAT YOU HAVE READ BOTH SIDES OF THIS CONTRACT, INCLUDING THE ARBITRATION CLAUSE ON THE REVERSE SIDE, BEFORE SIGNING BELOW. YOU CONFIRM THAT YOU RECEIVED A COMPLETELY FILLED-IN COPY WHEN YOU SIGNED IT.

Buyer Signature X _____ Date 12/28/11 Co-Buyer Signature X _____ Date _____

Co-Buyers and Other Owners — A co-buyer is a person who is responsible for paying the entire debt. An other owner is a person whose name is on the title to the vehicle but does not have to pay the debt. The other owner agrees to the security interest in the vehicle given to us in this contract.

Other Owner Signature X _____ Address _____

GUARANTY: To induce us to sell the vehicle to Buyer, each person who signs as a Guarantor individually guarantees the payment of this contract. If Buyer fails to pay any money owing on this contract, each Guarantor must pay it when asked. Each Guarantor will be liable for the total amount owing even if other persons also sign as Guarantor, and even if Buyer has a complete defense to Guarantor's demand for reimbursement. Each Guarantor agrees to be liable even if we do one or more of the following: (1) give the Buyer more time to pay one or more payments; (2) give a full or partial release to any other Guarantor; (3) release any security; (4) accept less from the Buyer than the total amount owing; or (5) otherwise reach a settlement relating to this contract or extend the contract. Each Guarantor acknowledges receipt of a completed copy of this contract and guaranty at the time of signing.

Guarantor waives notice of acceptance of this Guaranty, notice of the Buyer's non-payment, non-performance, and default; and notices of the amount owing at any time, and of any demands upon the Buyer.

Guarantor X _____ Date 12/28/11 Guarantor X _____ Date _____
 Address _____ Address _____

Seller Signs LONG BEACH BMW-MINI Date 12/28/11 by x _____ Title MGR.

**STATEMENT PURSUANT TO SECTION 6247
OF THE CALIFORNIA SALES AND USE TAX LAW**

 STATE OF CALIFORNIA
BOARD OF EQUALIZATION

The timely acceptance in good faith by the seller of this BOE-447, properly completed, will relieve the seller of liability for failure to collect use tax from the purchaser. The seller must retain the original statements. Where the seller does not collect the use tax from the purchaser and it is determined that the vehicle was purchased for use in California, the purchaser must pay the applicable use tax to the Board of Equalization (BOE). Note: This BOE-447 only relieves the seller of the duty to collect use tax from the purchaser, and does not relieve the seller from sales tax, which will usually apply if the property is delivered to the purchaser in California. That is, this BOE-447 is useful only where the property is delivered to the purchaser outside California, and the seller will have the burden to show such out-of-state delivery. The seller may use BOE-448, *Statement of Delivery Outside California*, to help document actual delivery to the purchaser outside California.

NOTICE TO PURCHASER

Please note that if this vehicle is brought into California for any reason, other than qualifying warranty or repair service, within the first 12 months of its delivery, it shall be presumed that you have purchased the vehicle for use in California and you may owe California use tax. If use tax applies, you must pay it directly to the BOE. Since you are claiming that this vehicle is not purchased for use in California, *it is important that for the first 12 months of ownership, you obtain documentary evidence of the place of use of this vehicle (for example, proof of registration in another state, gas and/or service receipts, credit card statements, check registers, travel logs, lodging, or campground receipts, etc.).* Because the BOE may have up to eight years to determine whether your vehicle was actually purchased for use in California, you should retain records for at least eight years showing your out-of-state use during the first 12 months after your purchase. For more detailed information, please contact the BOE's Taxpayer Information Section at 800-400-7115 or the BOE's Consumer Use Tax Section at 916-445-9524. You may find forms and publications on our website at www.boe.ca.gov.

To be completed by the purchaser. (please type or print)

I have an address or I am stationed in the military within the State of California. My California Address is:

STREET	CITY	STATE	ZIP CODE
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My California Mailing Address is (if different from address above):

STREET	CITY	STATE	ZIP CODE
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I certify that the vehicle described below is being purchased for use outside California and not for storage, use, or other consumption in California, and will be used at the following out-of-state address (cannot be a P.O. Box):

STREET	CITY	STATE	ZIP CODE
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This vehicle will be delivered to me at the following out-of-state address (cannot be a P.O. Box):

STREET	CITY	STATE	ZIP CODE
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DRIVER LICENSE NUMBER	STATE	DAYTIME TELEPHONE NUMBER ()
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NAME OF PURCHASER (please print)	SIGNATURE	DATE
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Fraudulent use of this statement to avoid the payment of California sales and use tax may result in severe penalties.
To be completed by the seller. (please type or print)
Vehicle Description:

YEAR 2003	MAKE MITSUBISHI	MODEL MONTERO
VIN/LICENSE NUMBER JA4NW51S93J03B334	PURCHASE PRICE 7704.50	DATE OF PURCHASE 12/29/2011

Name and Address of California seller:

NAME	BOE SELLER'S PERMIT NUMBER	DAYTIME TELEPHONE NUMBER ()
STREET	CITY	STATE
NAME OF AGENT (please print)	SIGNATURE	DATE

NOTICE TO SELLER

Please provide a copy of this form to the purchaser and retain the original for your records. This transaction is subject to audit. We request that, within 30 days of the date of delivery to the purchaser, you send a copy of this statement, a copy of the purchase contract, and a copy of the completed BOE-448, *Statement of Delivery Outside California*, to the address below.

 STATE BOARD OF EQUALIZATION
Consumer Use Tax Section
P.O. Box 942879
Sacramento, CA 94279-0037