



Congratulations!

You just took the first step toward selling your boat!

We're going to help you develop a road map toward selling your boat before you place that "FOR SALE" sign. By the time you reach the end of this guide, you'll be selling your boat with confidence, because you'll know how to:

- Prep your boat
- Price your boat
- Place an effective ad
- Find the right buyer
- Help your buyer secure financing

BOAT SELLER'S GUIDE



Sell It Yourself

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Preparing Your Boat for Sale

When selling your boat privately,
take a cue from dealers:

**Make the boat as attractive
as possible.**

Some helpful guidelines:

Start by cleaning your boat thoroughly. Wash and wax the exterior, remove all clutter, vacuum and wipe down all interior surfaces, and clean all windows. You could have it detailed by a professional to save time.

Replace burned out lights or fuses and top off all fluids.

If you have detailed maintenance records, prepare copies for prospective buyers to validate you kept up with maintenance. This suggests you are selling a reliable boat.

Be prepared; some buyers will want to have your boat inspected by a surveyor of their choice.

To help sell your boat more quickly, you may want to pre-certify your boat or provide a boat history report as added values. Check with a local dealer near you who can pre-certify the boat.

As an additional value added feature on your boat, you may choose to offer mechanical breakdown protection. Check with a local dealer who may provide this service.



The key to selling your boat quickly is pricing it wisely. A common problem among private-party sellers is overpricing.

Avoid that mistake by doing some initial research:

Determine your boat's value with our NADA guide pricing tool at www.essexcredit.com/nada. A good price point to start at will be the "Retail Value."

Provide an honest evaluation of your boat's condition to get a true idea of its worth. Remember: a potential buyer will tend to be more critical of the boat's condition.

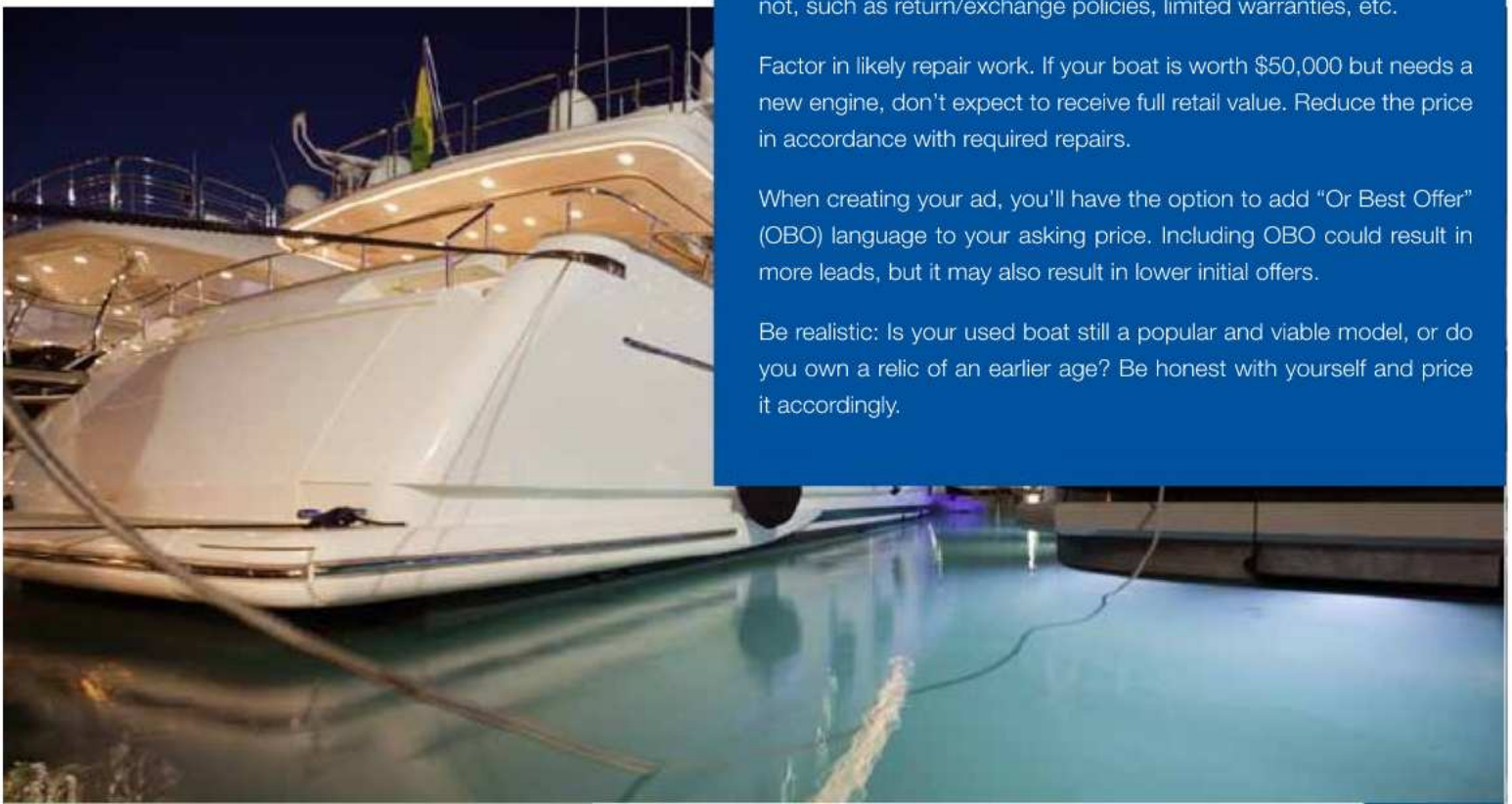
Search used boat listings to see how similar models are priced in your area.

Research dealer pricing, but don't expect to get the same amount for your boat. Dealer sales provide benefits that private party sales may not, such as return/exchange policies, limited warranties, etc.

Factor in likely repair work. If your boat is worth \$50,000 but needs a new engine, don't expect to receive full retail value. Reduce the price in accordance with required repairs.

When creating your ad, you'll have the option to add "Or Best Offer" (OBO) language to your asking price. Including OBO could result in more leads, but it may also result in lower initial offers.

Be realistic: Is your used boat still a popular and viable model, or do you own a relic of an earlier age? Be honest with yourself and price it accordingly.



Placing an Effective Ad

Some things to include:

Photos, photos, photos. Use as many good quality photos as possible of your clean, well-maintained boat.



Good photos for your ad

- Exterior front, rear, and side angles
- Interior cockpit
- The dashboard
- Kitchen/Living space
- Main salon
- Staterooms
- Other special features

You've prepared your boat and have an asking price—now you need to advertise.

A well-written ad will draw buyers' attention and can help sell the boat quickly.

Mention amenities that you enjoyed most: satellite system, TV/DVD systems, ski tower, radar, gallery, kitchen amenities, stern thruster, generator, Air conditioner, upgrades, safety features, etc. What features were attractive to you when you first purchased the boat?

Are you the boat's only owner? Has your boat been stored indoors during all seasons? These items may be worth mentioning.

Avoid generalities such as "Loaded!" or "Like new!" Instead, be specific: loaded with what? And how is it "like new"? Does it have relatively low hours for its age? Is the interior immaculate?

You can advertise your boat on websites such as www.boattraderonline.com or www.boats.com and place an ad in the national Boat Trader magazine. A simple "For Sale" sign on the boat may get the attention of your neighbor who might be interested in purchasing a boat.

If you have pre-certified your boat or are going to include mechanical breakdown protection with the sale, make sure to emphasize that in your ad.



Finding a Buyer

Include several forms of contact information for potential buyers. Provide both daytime and evening phone numbers and an email address.

Some additional tips:

If you receive a voice mail or e mail message from a potential buyer, return the message promptly. The buyer was interested enough to contact you, but may cool off—or find a better boat—if you don't reply promptly.

During the initial exchange, obtain the prospective buyer's full name, e mail address and phone number; this will help you verify their identity.

Treat your initial contact as a marketing opportunity. Try to sell the boat in your phone conversation or e mail. Emphasize its key selling points, but don't exaggerate.

Be honest and direct if the buyer asks tough questions. This will save you time by narrowing down leads to the most interested buyers. Remember honesty builds credibility—nobody expects a used boat to be perfect, but will want to know about any problems.

Encourage potential buyers to view and sea trial the boat. Arrange a meeting point for the near future and make yourself available at the buyer's convenience.

After the discussion, use directory listings or a follow-up email to confirm the buyer's identity. Be wary if the information provided doesn't check out.



Selling Your Boat if You Still Owe Money on It



It's possible to sell your boat even if you have an outstanding loan balance.



Some of your options:

- Call your lending institution to obtain the payoff information on your loan, as well as the lender's instructions on how to submit your payoff. At the same time, inquire about their procedures and timeline for releasing the lien on your boat.
- If you owe more on your loan than you wish to pay prior to selling your boat, it is still possible to sell and transfer ownership, while paying off your boat at the same time.
- Negotiate the purchase price with your buyer, and execute a Bill of Sale, a sample bill of sale is included in this guide.
- If your payoff amount is less than the purchase price, request the buyer make one check payable to your lender for the payoff and one payable to you for the difference. If the payoff is more than the loan balance, you will be required to make up the difference with an additional check payable to the lender.
- With the payoff check(s), include a letter to your lender instructing them to send the lien release or released title directly to your buyer. Your buyer will need the Bill of Sale and released title to transfer ownership into their name.
- If your buyer is financing the sale, their new lender may handle this for you and the buyer! This is a service we provide at Essex Credit Corporation.

Essex Credit, a wholly owned subsidiary of Bank of the West is a national leader in marine financing and has earned a reputation for providing the finest and some of the most competitive boat financing rates in the industry. We offer one-stop shopping. We handle every detail of the transaction - from financing your buyer to paying off the current lender and completing your Coast Guard and/or State Title Documentation. Have your buyer visit www.essexcredit.com/costco to obtain a rate quote or even apply online for financing from the comfort of their own home.

The service is fast, convenient and flexible, and you can depend on our total confidentiality. But most of all, we have the best people in the business ready to serve you.

Essex Credit Corporation, a wholly owned subsidiary of:



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Dealing with Fraud

While internet fraud has increased during the past several years, don't be discouraged from selling your boat online; just be cautious and educate yourself about potential scams.

Be on the lookout for these popular scams.

client in the states who is owing me the amount of (\$8,000) to issue you a check for this amount, which is a refund for a cancelled order I placed with him, and being a refund the amount can only be written on a single check, I need you to cash it and deduct cost of the (car), then do me a favor of wiring the remaining balance to my international shipper via Western Union I will also compensate you with (\$50) for removing it from the net. M

Cashier's Check Scams

In a typical scenario, a buyer—who usually inquires from overseas—arranges to pay for the boat with a cashier's check or certified check in an amount that's more than the boat's purchase price. The buyer justifies this by saying a previous sale fell through or the extra money is needed to pay for shipping expenses or customs fees. Chances are the cashier's check may be counterfeit, but it can take time to discover the fraud.

The buyer then asks the seller to wire the difference either to him or to the shipping company to cover expenses. Or a buyer may send a cashier's check as a down payment, then decide to back out of the deal and asks for the money to be returned.

If asked to wire money, beware. It's never a good idea to wire money to someone you don't know. Stop negotiating with anyone who proposes this kind of arrangement. However, if your buyer is working through a reputable lender, a wire transfer may be appropriate.

Phony Escrow Service

Escrow companies serve as middlemen between buyers and sellers. They collect payments from buyers, wait until the buyers collect and approve the purchase, and then forwards the safe proceeds to the sellers.

The internet is littered with bogus escrow sites, so be sure to use a licensed & reputable service.

The above are only two examples of the many types of frauds that you may encounter, so always be cautious to prevent fraud.

Meeting a Prospective Buyer for a Sea Trial

Few people would buy a boat from a dealer without a sea trial, and the same is true when purchasing from a private party.

It may seem odd to hand your keys to a stranger, but the process should run smoothly if you follow these tips:

- It's best to meet potential buyers somewhere other than at your home. When possible, bring along a friend for peace of mind and make sure family or friends know of your plans.
- You should accompany prospective buyers on the sea trial. This is crucial; it gives you more selling time, and it spares you the distress of watching a stranger ride away in your boat. When riding along, point out all the features you love about your boat, including things you didn't have room to mention in your ad. You've got a captive audience—make the most of your time. Always make sure there are enough life vests on the boat.
- Preplan a general route on the waterway that allows the buyer to experience a variety of situations during the sea trial. Give the buyer the opportunity to feel the handling of the boat.
- You should check with your insurance agent for coverage before operating the seller's boat.



Financing for the Buyer

Many boaters these days are arranging the financing of their new or used boat through financial service companies like Essex Credit Corporation, which specialize in boat lending.



It would be helpful to find a boat buyer who already has their boat financing in place. If the buyer does not already have financing, don't worry - financing the buyer through Essex Credit is a relatively easy and straightforward process. In this guide, you will find a Bill of Sale and a Credit Application for the buyer to complete and submit.

Loan terms for boats typically range from 5 to 20 years. Whether the purchase is financed through a bank, finance company, credit union or boat dealer, lenders usually require a minimum of 10 to 20 percent down payment.

Essex Credit, a wholly owned subsidiary of Bank of the West, is a direct boat lender providing convenient, low-cost boat financing options to your buyer. Essex Credit, a lender also works with a network of other specialized lenders ensuring the best programs and rates in the market place for your buyer. Essex Credit provides security, trust, and privacy protection with feature-rich list of loan options. Essex Credit, a national lender offers customers some of the lowest fixed and adjustable rates available, flexible loan terms from 5 to 30 years, and the ability to take the customer from approval to closing in just 3 to 5 business days.



Essex Credit Corporation, a wholly owned subsidiary of:

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Securing Safe Payment

Verify the Purchaser's Identity

In any transaction, it's important to verify the purchaser's identity. Ask to see a driver's license, and write down his or her driver's license number. Also, make sure the name and address on the license match what you've been told previously. If they don't, inquire.

Whether you're dealing with a buyer in person, via e mail or over the telephone, always be careful when accepting payment.

Remember, to make yourself less vulnerable to fraud:

- If a buyer pays via cashier's check or money order, accept only the exact amount of the sale price.
- Confirm with the issuing bank that the check is valid. Look up contact information for the bank on your own, as a forged check will likely include a phony bank address and phone number.
- When possible, accompany the buyer to the financing source to verify the check's authenticity. In addition, it's a good idea to request a cashier's check drawn from a local branch.
- Stick to your timeline and don't rush the transaction. If the bank is closed when the buyer wants to pay you, hold off until you can verify the check's validity.

If your buyer chooses Essex Credit for financing, rest assured all of the payment details will be handled safely, securely and confidentially for both the seller and the buyer.

Visit

www.essexcredit.com/costco

- If the buyer chooses to pay by money order, follow the safe-payment guidelines for accepting checks. Verify the name and amount with the issuing bank, and make sure to request that the money order is from a bank.



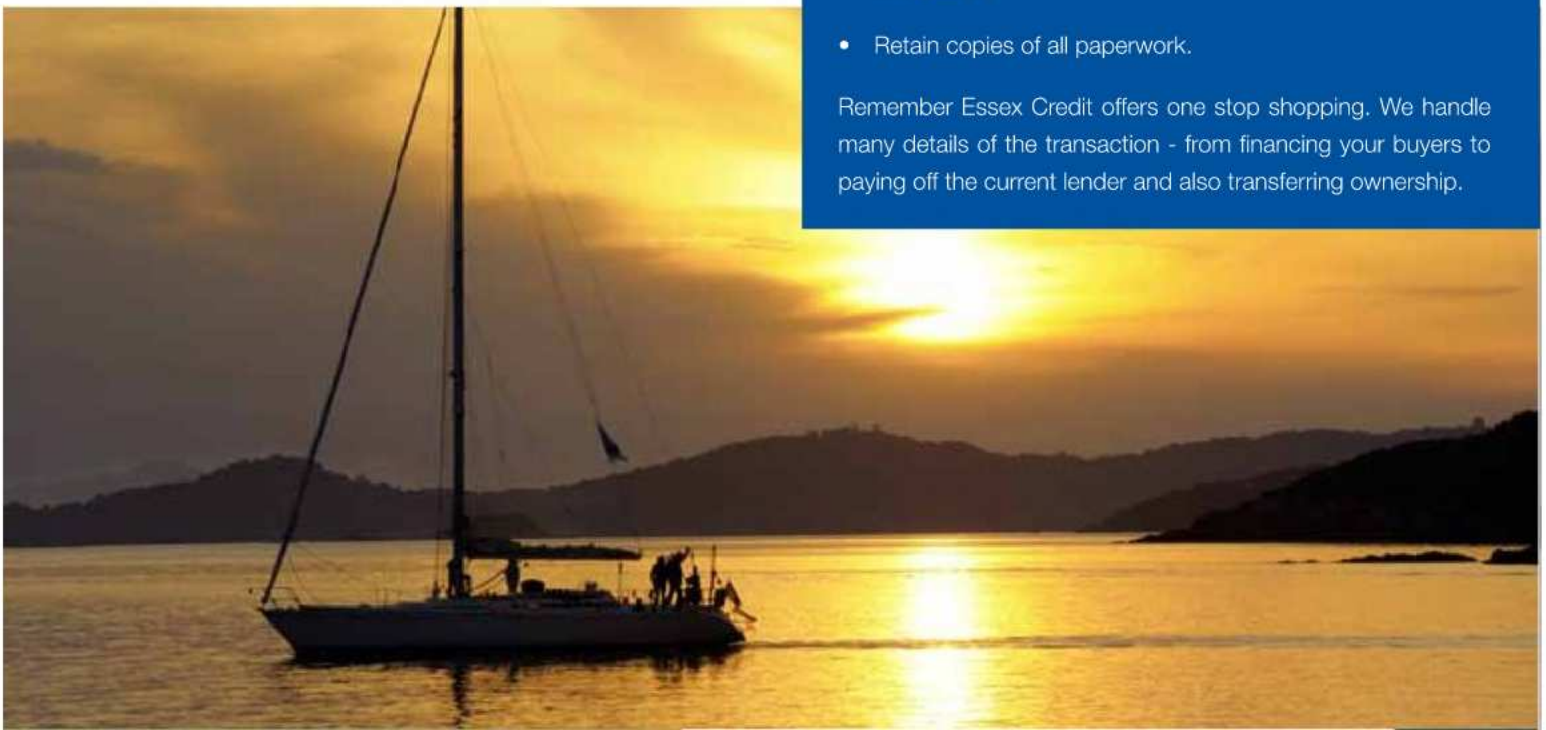
Transferring Ownership

Transferring ownership to the buyer is easy, but can vary by state.

We have provided a few guidelines regarding this part of the transaction, but check with your local boat titling and registration agency for location-specific details:

- Before potential buyers take their first look at your boat, make sure you have the title in your possession—provided the boat is paid off. You'll need to sign this over to the new owner or lender.
- To avoid future liability, notify your local boat titling and registration agency that you sold your boat. States have different mechanisms for gathering this information—some require you to file a notice of sale after you've signed over the title to the new owner. Make sure you research your local requirements completely and fulfill every condition.
- It's a good idea to complete a bill of sale, a sample is included in this guide. Even though it doesn't legally transfer ownership, some states make this a requirement. A bill of sale lists the boat's identification number, and includes a description of the boat, the date of sale, the purchase price, and the names and signatures of both parties in the transaction.
- Retain copies of all paperwork.

Remember Essex Credit offers one stop shopping. We handle many details of the transaction - from financing your buyers to paying off the current lender and also transferring ownership.

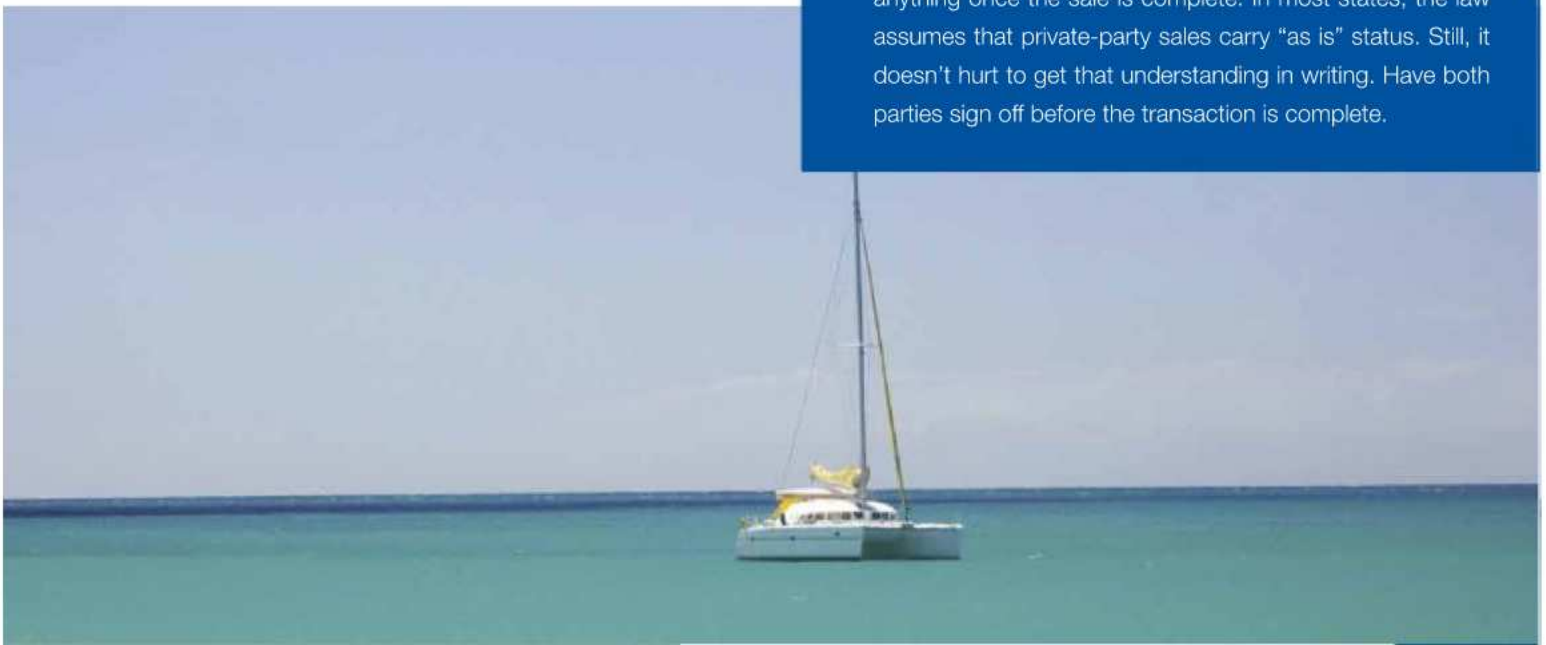


Turning Over Your Boat to the Buyer

You found a buyer—
now it's time to say goodbye to
your boat.

Here are a few last-minute reminders:

- Don't jump the gun; make sure the sale is secure. If you accepted payment via certified funds, follow the steps in the Securing Safe Payment section to ensure it's valid before you sign over the title. If you used an escrow service, wait until you receive confirmation that the payment has been received before you release title.
- If you're dealing with an out-of-town buyer, arrange for that person to pick up the boat, or consider employing a professional delivery service.
- In some states, if your boat comes with a trailer, the trailer plates stay with the trailer. Trailer plates should be removed if the unit is leaving the current state in which it was sold. If the plates remain with the original owner, remove them so you don't retain a legal tie to the trailer. If the plates stay with the trailer, you need to complete the proper paperwork at your local boat titling and registration agency so the plates transfer to the new owner.
- Contact your insurance company to have the boat removed from your policy.
- As long as you were forthright with information about your boat in the selling process, you shouldn't be liable for anything once the sale is complete. In most states, the law assumes that private-party sales carry "as is" status. Still, it doesn't hurt to get that understanding in writing. Have both parties sign off before the transaction is complete.



Boat Financing FAQ's

Essex Credit is committed to help you sell your boat as quickly as possible so we have some information to pass along to the potential buyer.

This will help answer questions the buyer may have and also get them started with the financing portion of the transaction.

WHAT WILL MY INTEREST RATE BE?

Your rate will vary. It depends on many factors, which include your loan amount and term, your down payment, your credit profile and the age and value of your boat. As soon as we process your application, we will let you know your interest rate and program options.

HOW LONG WILL IT TAKE TO PROCESS MY APPLICATION?

Complete the [online loan application](http://www.essexcredit.com/costco) at www.essexcredit.com/costco and you may be approved within minutes.

HOW MUCH OF A DOWN PAYMENT DO I NEED?

The typical minimum down payment is 10% to 20%.

WHAT ARE THE LARGEST AND SMALLEST BOAT LOAN AMOUNTS?

There is no maximum. If your needs are more modest, Essex can finance loans in amounts as small as \$25,000.

HOW IS INTEREST ON THE LOANS CALCULATED?

All loans are simple interest loans. You only pay interest on the principal owed.

WHAT TYPES OF BOATS CAN I FINANCE?

Standard & Custom Power & Sailboats, High-Performance boats, Multi-Hull boats, House boats, Wooden & Wooden Composite boats and Antique & Classic boats.

HOW DO I APPLY?

Just fill out the secure online [loan application](http://www.essexcredit.com/costco) at www.essexcredit.com/costco or complete [the application](#) which is included in this package. Or call 1-866-377-3948, and Essex will take your application over the phone.

WHAT IS THE OLDEST BOAT ESSEX WILL FINANCE?

Essex can finance boats manufactured as old as 1919.

DOES ESSEX REQUIRE A MINIMUM CREDIT SCORE?

No, however you must have excellent credit and this typically means a minimum credit score of 700.

WHAT ARE THE SHORTEST AND LONGEST TERMS AVAILABLE?

The shortest term is 5 years. The longest is 30 years.

DOES ESSEX FINANCE LOANS FOR PEOPLE RESIDING IN ALL 50 STATES?

Yes.

DOES ESSEX FINANCE LOANS TO CORPORATIONS?

Yes, Essex does lend to corporations, but only when the boat is for personal use. Essex does not finance boats that will be used for commercial purposes.

DOES ESSEX OFFER PRE-APPROVALS?

Yes, you may apply [online now](#) and get an Instant Credit Decision.

DOES ESSEX WORK WITH DEALERS/BROKERS?

Yes. Essex works with dealers/brokers across the continental US.

DO YOU FINANCE LIVE ABOARDS?

Yes.

IF I BOUGHT MY BOAT FOR CASH AND NOW WOULD LIKE TO OBTAIN A LOAN, CAN YOU HELP ME?

Yes. Essex Cash Recapture Program allows you to get a loan within 6 months of your original purchase.

CAN I DEFER MY FIRST PAYMENT?

Yes, you may defer your first payment up to 90 days.

WILL ESSEX ALLOW ME TO PLACE MY BOAT IN A LIMITED LIABILITY CORPORATION?

Yes, as long as sales tax has been paid.

WILL YOU ALLOW ME TO PLACE MY BOAT IN A TRUST?

Yes.

Check List

- Prep your boat for sale
 - Detail your boat
 - Gather maintenance records
- Price your boat wisely
 - Determine your boat's value
 - Factor in likely repair work
- Advertise your boat
 - Include photos
 - Online
 - Magazine/newspaper
- Find a Buyer
 - Return messages promptly
 - Be honest
 - Encourage a sea trial
- Financing for the buyer
 - Recommend Essex Credit Corporation
- Transfer ownership
 - Check with your local boat titling & registration agency
- Turning over the keys
 - Verify payment
 - Provide maintenance records
 - Cancel insurance on your boat





BILL OF SALE

Description

Year	Make/ Manufacturer		Model	Body Type
Length	Color	HP (If applicable) Gas / Diesel (Circle if applicable)	Odometer (If applicable)	Weight
VIN # Serial #			License Plate #	

I/We _____ hereby sell, transfer, and deliver
(PRINT SELLER'S NAME[S])

the above described Vessel/Trailer to: _____ on
(PRINT BUYER'S NAME[S])

_____ for the amount \$ _____ of
MO / DAY/ YEAR (SELLING PRICE)

Print Name(s) of Seller(s)				
Address		City	State	Zip Code
Home Phone #	Cell Phone #	Work Phone #		

X _____ Date: _____
Seller's Signature Mo/Day/Year

X _____ Date: _____
Co-Seller's Signature Mo/Day/Year

Print Name(s) of Purchaser(s)				
Address		City	State	Zip Code
Home Phone #	Cell Phone #	Work Phone #		

X _____ Date: _____
Purchaser's Signature Mo/Day/Year

X _____ Date: _____
Co-Purchaser's Signature Mo/Day/Year

MARINE CREDIT APPLICATION

Boat Loans Made Easy®

TRANSACTION TYPE		PURCHASE <input type="checkbox"/> SELLER _____ DEALER/BROKER <input type="checkbox"/>		DEALER/BROKER <input type="checkbox"/>		IF REFINANCE: CURRENT PAYMENT _____		BOAT <input type="checkbox"/> PLEASURE <input type="checkbox"/> LIVEBOARD							
		REFINANCE <input type="checkbox"/> CURRENT LENDER _____ PRIVATE <input type="checkbox"/>		PRIVATE <input type="checkbox"/>		CURRENT LOAN RATE _____		USE <input type="checkbox"/> LIMITED CHARTER							
BOAT INFORMATION		POWER <input type="checkbox"/> SAIL <input type="checkbox"/>	NEW <input type="checkbox"/> USED <input type="checkbox"/>	YEAR _____	MAKE _____	MODEL _____	LENGTH _____	TRAILER 1 AXLE <input type="checkbox"/> 2 AXLE <input type="checkbox"/> 3 AXLE <input type="checkbox"/>	FIBERGLASS <input type="checkbox"/> WOOD <input type="checkbox"/> METAL <input type="checkbox"/>	ENGINE MAKE _____	SINGLE <input type="checkbox"/> TWIN <input type="checkbox"/> TRIPLE <input type="checkbox"/>	GAS <input type="checkbox"/> DIESEL <input type="checkbox"/>	HP _____		
TRADE-IN INFORMATION		POWER <input type="checkbox"/> SAIL <input type="checkbox"/>		YEAR _____	MAKE _____	MODEL _____	LENGTH _____	TRAILER 1 AXLE <input type="checkbox"/> 2 AXLE <input type="checkbox"/> 3 AXLE <input type="checkbox"/>	FIBERGLASS <input type="checkbox"/> WOOD <input type="checkbox"/> METAL <input type="checkbox"/>	ENGINE MAKE _____	SINGLE <input type="checkbox"/> TWIN <input type="checkbox"/> TRIPLE <input type="checkbox"/>	GAS <input type="checkbox"/> DIESEL <input type="checkbox"/>	HP _____		
PREVIOUS BOATS OWNED								INTENDED CLOSING DATE _____ / _____ / _____		DATE OF MONTH PAYMENT DESIRED _____					
MARINA (NAME & ADDRESS) BOAT WILL BE KEPT:										SLIP # _____		SLIP CHARGE \$ _____			
PURCHASE PRICE		SALES TAX		CASH DOWN PAYMENT		TRADE ALLOWANCE		OWED ON TRADE		LOAN REQUEST/REFINANCE AMT		REQUESTED TERMS			
\$ _____		+ _____		- _____		- _____		+ _____		= \$ _____		15 YRS <input type="checkbox"/> 20 YRS <input type="checkbox"/> 25 YRS <input type="checkbox"/> 30 YRS <input type="checkbox"/> OTHER <input type="checkbox"/> _____			
HOW DID YOU HEAR ABOUT US?								SEND THIS APPLICATION TO THE ATTENTION OF:							
<input type="checkbox"/> DEALER/BROKER <input type="checkbox"/> REFERRAL <input type="checkbox"/> SHOW <input type="checkbox"/> PRINT AD <input type="checkbox"/> INTERNET <input type="checkbox"/> MAILER <input type="checkbox"/> OTHER _____															
EACH APPLICANT MAY APPLY FOR INDIVIDUAL OR JOINT CREDIT, REGARDLESS OF MARITAL STATUS. THIS APPLICATION IS FOR: <input type="checkbox"/> INDIVIDUAL CREDIT															
<input type="checkbox"/> JOINT CREDIT WITH APPLICANT'S SPOUSE <input type="checkbox"/> JOINT CREDIT WITH _____ WHOSE SEPARATE CREDIT APPLICATION IS ATTACHED <input type="checkbox"/> LLC <input type="checkbox"/> TRUST <input type="checkbox"/> OTHER															
WE INTEND TO APPLY FOR JOINT CREDIT (please initial) APPLICANT _____ CO-APPLICANT _____															
FIRST NAME _____			MIDDLE _____			LAST _____			DATE OF BIRTH (MM/DD/YY) _____		SOCIAL SECURITY # _____		US CITIZEN <input type="checkbox"/> YES <input type="checkbox"/> NO		
STREET ADDRESS _____				CITY _____				STATE _____		ZIP _____		<input type="checkbox"/> OWN <input type="checkbox"/> RENT <input type="checkbox"/> OTHER _____		TIME THERE _____ YR _____ MO	
HOME PHONE _____		OTHER/CELL: _____			E-MAIL ADDRESS Authorizes communications via e-mail for Application Status, Special Offers & News about ECC.										
DRIVER'S LICENSE # _____		STATE OF ISSUE _____		PREVIOUS ADDRESS (If less than 3 years at current address) _____								TIME THERE _____ YR _____ MO			
EMPLOYER NAME _____				TYPE OF BUSINESS _____		POSITION/TITLE _____		% OWNERSHIP _____		GROSS MONTHLY INCOME \$ _____					
<input type="checkbox"/> ACTIVE <input type="checkbox"/> SELF EMPLOYED <input type="checkbox"/> RETIRED															
BUSINESS STREET ADDRESS _____				CITY _____				STATE _____		ZIP _____		PHONE _____		TIME THERE _____ YR _____ MO	
PREVIOUS EMPLOYER (If less than 3 years at current job)				STREET ADDRESS _____				CITY _____		STATE _____		ZIP _____		TIME THERE _____ YR _____ MO	
OTHER INCOME SOURCE _____ \$ _____ <input type="checkbox"/> MONTHLY <input type="checkbox"/> YEARLY				ALimony, child support and/or maintenance payments need not be revealed if Applicant(s) do(es) not choose to rely on such income.				HAVE YOU EVER FILED BANKRUPTCY? <input type="checkbox"/> YES <input type="checkbox"/> NO		DO YOU PAY? CHILD SUPPORT \$ _____ ALIMONY \$ _____		ANY OUTSTANDING LIENS OR JUDGEMENTS AGAINST YOU? <input type="checkbox"/> YES <input type="checkbox"/> NO			
NEAREST RELATIVE _____				STREET ADDRESS _____				CITY _____		STATE _____		ZIP _____		PHONE _____	
RELATIONSHIP _____															
If you reside in a community property state (AZ, CA, ID, LA, NM, NV, TX, WA, WI), please provide your spouse's name and social security number.								SPOUSE'S NAME _____		SPOUSE'S SOCIAL SECURITY # _____					
CO-APPLICANT FIRST NAME			MIDDLE			LAST			DATE OF BIRTH (MM/DD/YY)		SOCIAL SECURITY #		US CITIZEN <input type="checkbox"/> YES <input type="checkbox"/> NO		
STREET ADDRESS _____				CITY _____				STATE _____		ZIP _____		<input type="checkbox"/> OWN <input type="checkbox"/> RENT <input type="checkbox"/> OTHER _____		TIME THERE _____ YR _____ MO	
HOME PHONE _____		OTHER/CELL: _____			E-MAIL ADDRESS Authorizes communications via e-mail for Application Status, Special Offers & News about ECC.										
DRIVER'S LICENSE # _____		STATE OF ISSUE _____		PREVIOUS ADDRESS (If less than 3 years at current address) _____								TIME THERE _____ YR _____ MO			
RELATIONSHIP TO APPLICANT _____		EMPLOYER NAME _____		TYPE OF BUSINESS _____		POSITION/TITLE _____		% OWNERSHIP _____		GROSS MONTHLY INCOME \$ _____					
<input type="checkbox"/> ACTIVE <input type="checkbox"/> SELF-EMPLOYED <input type="checkbox"/> RETIRED															
BUSINESS STREET ADDRESS _____				CITY _____				STATE _____		ZIP _____		PHONE _____		TIME THERE _____ YR _____ MO	
PREVIOUS EMPLOYER (If less than 3 years at current job)				STREET ADDRESS _____				CITY _____		STATE _____		ZIP _____		TIME THERE _____ YR _____ MO	
OTHER INCOME SOURCE _____ \$ _____ <input type="checkbox"/> MONTHLY <input type="checkbox"/> YEARLY				ALimony, child support and/or maintenance payments need not be revealed if Applicant(s) do(es) not choose to rely on such income.				HAVE YOU EVER FILED BANKRUPTCY? <input type="checkbox"/> YES <input type="checkbox"/> NO		DO YOU PAY? CHILD SUPPORT \$ _____ ALIMONY \$ _____		ANY OUTSTANDING LIENS OR JUDGEMENTS AGAINST YOU? <input type="checkbox"/> YES <input type="checkbox"/> NO			

All of the statements made by me (us) in this application are true and correct and I (we) authorize Essex Credit Corporation to verify their accuracy and completeness in order to induce you to grant credit to me (us). I (We) have no outstanding obligations except as shown in this application and/or personal financial statement and no undisclosed lawsuits or judgments are pending or entered against me (us). I (We) authorize credit reports to be obtained by Essex Credit Corporation and/or any of its potential future assignees in connection with this application for credit. If you authorize someone (such as a broker/dealer/manufacturer or any other third party) to submit this application, that party will receive information regarding your credit decision and loan number. If you do not wish this information shared then you should submit the loan application to us directly. I (We) authorize you to exchange credit and other information with others in connection with this application consistent with your privacy policy. I (We) agree this application shall be and remain your property whether or not this application is approved. This application is governed by California law. If you provide us with a cell phone number, you consent to our contacting you at that number.

Rev. 2/09



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Fax: 866-377-3939
www.essexcredit.com

Important Information About Procedures for Opening a New Account – Essex Credit Corporation complies with Section 326 of the USA PATRIOT Act. This mandates that we verify certain information about you while processing your account application.

Notice for New York Residents – A consumer credit report may be requested in connection with this application or with updates, renewals or extensions of any credit granted as a result of this application. If you subsequently ask for this information, you will be informed whether or not such a report was requested and, if so, the name and address of the agency that furnished the report.
 Notice for Ohio Residents – The 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.
 Notice to Married Wisconsin Residents – Wisconsin Law provides that no agreement, unilateral statement or court decree relating to marital property shall adversely affect a creditor's interest, unless prior to the time credit is granted the creditor is furnished a copy of the agreement, statement or decree or has actual knowledge of the adverse provisions. You must indicate the name of your spouse on the credit application, and the address if different from yours.
 Notice to California and Utah Residents – As required by law, you are hereby notified that a negative credit report reflecting on your credit record may be submitted to a credit reporting agency if you fail to fulfill the terms of your credit obligations.
 Notice for Maine Residents – If this application is approved by the creditor, you will be required to obtain and maintain physical damage insurance on the collateral securing the debt. You have a right to file a claim in the state of the vessel and insurer there in or by which the insurance is placed.



Personal Financial Statement

PLEASE ATTACH ADDITIONAL SCHEDULES IF NECESSARY

MARINE CREDIT APPLICATION

NAME (S) _____ FINANCIAL STATEMENTS AS OF _____

If married and a resident of a community property state (AZ, CA, ID, LA, NM, NV, TX, WA, WI), list all debts, accounts and obligations of both spouses. Unless you indicate otherwise, obligations of both spouses are considered community liabilities.																																																						
ASSETS					PLEASE INCLUDE THE FOLLOWING INFORMATION WITH YOUR APPLICATION TO EXPEDITE YOUR LOAN REQUEST: <ul style="list-style-type: none"> Completed and Signed Credit Application Completed and Signed Personal Financial Statement Two most recent years of consecutive 1040 tax returns with all supporting schedules If self employed, current interim financial statement and two years of most recent tax returns (plus K-1's if applicable) Any additional information that may be deemed necessary for application process <p style="text-align: center;">For Immediate Service & Instant Approvals* Visit our Website at: www.essexcredit.com 866-377-3948</p> <p style="text-align: center; font-size: small;">* SUBJECT TO LOAN PROGRAM GUIDELINES AND CREDIT APPROVAL</p>																																																	
CASH ON HAND AND IN BANKS				AMOUNT																																																		
DEPOSIT ON BOAT BEING PURCHASED (IF ALREADY MADE)																																																						
TOTAL				\$																																																		
MARKETABLE STOCKS & SECURITIES/BROKERAGE ACCOUNTS				VALUE																																																		
TOTAL				\$																																																		
LIABILITIES					<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="4">RETIREMENT ACCOUNTS (IRA'S / 401K, ETC.)</td> <td colspan="1" style="text-align: center;">AMOUNT</td> <td colspan="2">CREDIT CARDS</td> <td colspan="1" style="text-align: center;">MONTHLY PAYMENT</td> <td colspan="1" style="text-align: center;">BALANCE OUTSTANDING</td> </tr> <tr> <td colspan="4"> </td> <td colspan="1"> </td> <td colspan="2"> </td> <td colspan="1"> </td> <td colspan="1"> </td> </tr> <tr> <td colspan="4"> </td> <td colspan="1"> </td> <td colspan="2"> </td> <td colspan="1"> </td> <td colspan="1"> </td> </tr> <tr> <td colspan="4"> </td> <td colspan="1"> </td> <td colspan="2"> </td> <td colspan="1"> </td> <td colspan="1"> </td> </tr> <tr> <td colspan="4" style="text-align: right;">TOTAL</td> <td colspan="1" style="text-align: center;">\$</td> <td colspan="2" style="text-align: right;">TOTAL</td> <td colspan="1" style="text-align: center;">\$</td> <td colspan="1"> </td> </tr> </table>					RETIREMENT ACCOUNTS (IRA'S / 401K, ETC.)				AMOUNT	CREDIT CARDS		MONTHLY PAYMENT	BALANCE OUTSTANDING																												TOTAL				\$	TOTAL		\$	
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TOTAL				\$	TOTAL		\$																																															
REAL ESTATE					REAL ESTATE LOANS																																																	
ADDRESS	PERCENT OWNERSHIP	MONTHLY RENTAL	YEAR PURCHASED	MARKET VALUE	LENDER NAME			MONTHLY PAYMENT	BALANCE OUTSTANDING																																													
TOTAL				\$	TOTAL		\$																																															
AUTOMOBILES / BOATS				CURRENT VALUE	AUTOMOBILE / BOAT LOANS			MONTHLY PAYMENT	BALANCE OUTSTANDING																																													
TOTAL				\$	TOTAL		\$																																															
OTHER ASSETS (Trust, Restricted Stocks, Business Value)					OTHER LIABILITIES																																																	
DESCRIPTION				CURRENT VALUE	TYPE / DESCRIPTION / LENDER			MONTHLY PAYMENT	BALANCE OUTSTANDING																																													
TOTAL				\$	TOTAL		\$																																															
TOTAL ASSETS					TOTAL LIABILITIES																																																	

Signature of Applicant _____ Date _____ Signature of Co-Applicant _____ Date _____