

Finance application instructions...

The attached finance application is supplied as a courtesy. It is generic so that it may generally be submitted to any appropriate lending institution. If you elect to supply it to us to pass on to lending institutions that we are aware of, we will provide this service as a courtesy, but please note, as stated in your purchase agreement, that we are not a party to any financing arrangements or terms you make with any lending institution.

1. To get more information about financing, please go to: <http://www.bayacht.com/finance.htm>
2. Fill out as completely as possible and Fax back or Email the application, including the Personal Financial statement. (Don't forget to sign where indicated.)
3. Then, express mail the original document. Normally, we can get a tentative approval within 24-48 Hours, however a final written approval may require additional documentation which you should send as soon as possible if requested.
4. This is the additional documentation that may be requested after the tentative approval:
 - a. 2 years of personal tax returns with all schedules and copy of W-2's—the complete return.
 - b. If you are self employed, or own a closely held corporation, you will also need 2 years of business tax returns with K-1's—complete.
 - c. Often, copy of a current pay stub is helpful
 - d. You may be asked for proof of liquid assets—Brokers margin account, etc. Be prepared.
 - e. A copy of signed purchase agreement—if you haven't done this yet, sign and return the agreement. If you have, we will supply.

Everything will go more smoothly and quickly if you provide all of this as soon as requested.

We look forward to serving you...

410-263-2311 Email: info@bayacht.com

Just some of the financing possibilities:

- Normal downpayment is 20-25%, however, 0-10% downpayment terms are possible depending on your qualifications.
- Terms are normally 10-20 years for amounts over \$100,000. Terms to 30 years possible.
- The advantage of a (dedicated) marine loan, over using other credit lines is that you preserve your other credit lines for other purposes. With a marine loan, the boat is the collateral.
- We will normally take care of all of the support services with you: Insurance, documenting, and any other handling requirement of the bank, as well as finding slips, arranging commissioning or service and placing your boat into our famous Boat-As-A-Business plan.

If you have any questions, please call: 410-263-2311 1-800-YACHT20

Thank you,

Eric Smith, President

BOAT DATA

Seller Name/Address: MMA Inc., T/A Bay Yacht Agency			
Description of boat: Size: Year: Make/Model/Desc:			
Selling Price:	Down payment:	Amount to finance:	Term:
Trade in, VALUE \$	Total DP w/Trade:	Trade Desc:	

PERSONAL DATA

Name of applicant: (First, Middle, Last):		Social Security Number:	
Date of Birth:	Place of Birth:	Citizenship:	
# Dependents: (Describe relationship):			
Present Home Address (Street/City/ST):			
Home Phone:	Bus. Phone:	Years at this address:	<u>Own</u> <u>Rent</u>
Monthly <input type="checkbox"/>	Mortgage/Rent: \$	Name of Mortgagee or Landlord: _____	
_____		Address:	
Phone:			
Purchase price: \$		Est. Mortgage Balance: \$	
Previous address if less than 2 years at current address:			
Name/Relationship/Address/Phone of nearest relative not living with you:			

EMPLOYMENT DATA

Present Employer:		Address:	
Phone:	FAX:	Supervisor's Name:	Yrs. There:
Position:		Salary (Include bonuses, Commissions): \$	
If this years Salary is different by more than 10% from last year, Explain:			
Other income, Amount: \$	Describe	Total Income: \$	
Previous Employer (Name/Company/Address):			
Length of time there:	Contact/Phone:		
NOTE: Alimony, child support or separate maintenance income need not be revealed if you do not choose to rely upon it as a basis for repaying this obligation.			

FINANCIAL DATA

	(Bank)	Address	Account Number
Savings:			
Checking			
Bus. Checking			
Previous boat financed by:			

Bank or Finance Co. Loans Open/Paid	Address	Acct.#	Date open	Balance	Mo.Paymt.
Other Fixed Monthly Obligations, Including Alimony or Child Support payments--Describe:					
					Payment Amount: \$
CO APPLICANT					
Name:		Social Security #:		Birth Date:	
Address:			Home Phone:		
Relationship to applicant, if any (Optional):					
Employer:			Bus. Phone:		
Address:		Supervisor:		Yrs. There:	
Position Held:			Salary: \$		
Other income, Describe:			Amt.:\$		Total Income: \$
Previous Employer (Name/Address/Phone/Yrs. There)					
NOTE: Alimony, child support or separate maintenance income need not be revealed if you do not choose to rely upon it as a basis for repaying this obligation.					

NOTICE:

If the amount to finance is over \$20,000, applicant and Co-applicant, if any, must provide a financial statement and attach a copy of the most recent Federal Income Tax Return(s). **Include all pages.** If the amount is over \$50,000 include 2 years. If you are self employed, include copies of business and personal tax returns.

Any financial institution or finance company to which Applicant or Co-applicant (or Seller or Broker on behalf of Applicant or Co-Applicant may apply for financing on the vessel described in this application is hereby authorized to investigate the credit history and capacity of Applicant or Co-Applicant.)

In connection with this credit application or any subsequent credit update or credit renewal, any proposed credit-granting party (creditor) may request a consumer report concerning the Applicant and/or Co-Applicant and may ask whether the creditor obtained such a consumer report. If such a report has been obtained, the Applicant and/or Co-Applicant may request the name and address of the consumer reporting agency which provided the consumer report to the creditor.

Status of Seller, or Broker:

Seller accepts no responsibility for the information provided on this application. This information is provided solely by the applicant, who is totally responsible for the accuracy of all information contained herein, regardless of whom actually fills in the information. The Seller takes no responsibility for any information concerning credit worthiness, or any other issue provided verbally, or in writing unless it is a part of the final purchase agreement, referred to as such and the purchase agreement is signed by an officer of the Corporation. Any information provided to the financing party by MMA, Inc. only reflects the financial details at the time of submission, and may consequentially change.

Any agreement reached between the Applicant and financing party is totally between those parties and the parties agree that the Seller or Broker is not a party to the agreement and shall be held harmless and defended, at the applicant's expense, against any and all manner of claims that may be made against the Sales Agent as a result of this application or any financing agreement made by the parties.

The applicant and/or Co-Applicant, and the financing institution accepting this application hereby agree to the terms of this statement and attest to the facts contained herein.

IMPORTANT INFORMATION ABOUT OPENING YOUR NEW ACCOUNT. To help 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.

SIGNATURE OF APPLICANT	DATE:
SIGNATURE OF CO-APPLICANT	DATE:

NOTES:

ASSETS	
CASH	
NAME OF BANK	BALANCE TOTAL
TOTAL \$	
LIFE INSURANCE	
INSURANCE CO./FACE VAL.	CASH VALUE
TOTAL \$	
SECURITIES	
DESCRIPTION/SHARES	VALUE
TOTAL \$	
REAL ESTATE, INC. PRIMARY RESIDENCE	
LOCATION	MKT.VALUE
TOTAL \$	
BOAT(S) DESCRIPTION	
TOTAL \$	
AUTOMOBILE(S)	
TOTAL \$	
OTHER ASSETS:	
DESCRIPTION	MKT. VALUE
Furniture	
Jewelry	
Art	
Other	
Other	
TOTAL \$	

TOTAL ASSETS: \$

LIABILITIES	
NOTES & ACCOUNTS PAYABLE	
(Do not list creditors with less than 3 months remaining for balance.)	
NAME OF CREDITOR	BALANCE
TOTAL \$	
REAL ESTATE MORTGAGES	
NAME OF MORTGAGE CO.	BALANCE
TOTAL \$	
BROKER'S MARGIN ACCOUNTS	
NAME OF BROKER(AGE)	BALANCE
TOTAL \$	
OTHER LIABILITIES	
SOURCE	AMOUNT
TOTAL \$	
TOTAL LIABILITES \$	
NET WORTH (Assets minus Liabilities) \$	
NOTES/EXPLANATIONS.	

TOTAL ASSETS: \$ _____ Total LIABILITIES: \$ _____ NET WORTH: (Assets-Liab) \$ _____