

A Complete Guide to Vehicle Finance

[Cars and Finance. Simple.]



Retail Finance Workbook

www.platinummotorgroup.co.uk

INTRODUCTION...

This workbook contains some very basic, but essential knowledge pertaining to Finance and Insurance products.

Please study the contents thoroughly, ensure you understand all of the subjects and complete the test at the end of the book (preferably without reference to the contents of the book).

If you have any problems with the book contents or the test, please discuss these thoroughly with me, as I will be pleased to answer any queries you may have.

Read the booklet thoroughly.

- 1. Review the brochures covering the Platinum Financial Solutions 'Concise Guides to Consumer Finance' at your dealership**
- 2. Complete the final test.**
- 3. Fully review the test with your Sales Manager or Platinum Financial Solutions within 2 weeks of receipt and prior to attending the workshop.**



WORKBOOK

CONTENT

Section 1	Legislation
Section 2	Sales Process
Section 3	Finance Plans
Section 4	GAP & Extended Warranty Overview
Section 5	Features and Benefits
Section 6	The Consumer Credit Act / FLA
Section 7	The Consumer Credit Directive
Section 7	Company Car Tax
Section 8	Test & Review

YOU, PLATINUM AND LEGISLATION...

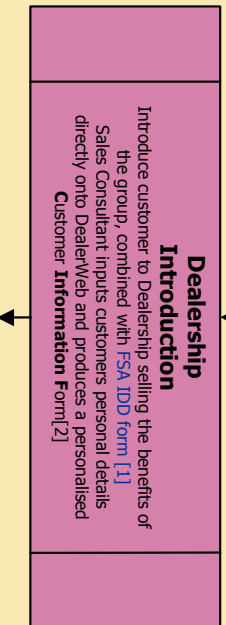


Renrod Ltd the holding company of Platinum Motor Group is regulated by the Financial Services Authority (FSA). This requires you to obtain sufficient information to enable you to recommend the most appropriate protection products, if any, that will best suit your customers needs.

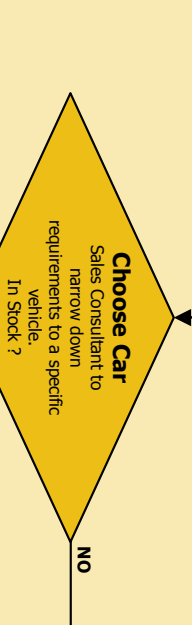
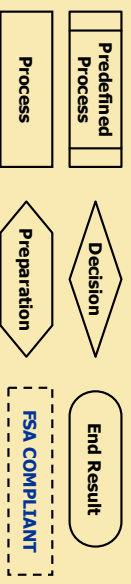
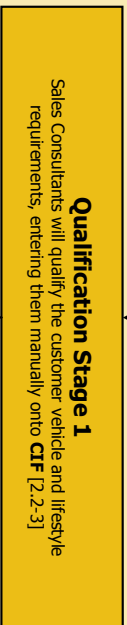
Platinum Motor Group also subscribes to the Data Protection Act (DPA) which ensures that any information given to you by your customer is secure, accessible only by them and ourselves and is confidential. Platinum do not share information with any third parties.

Platinum Group FSA Compliant Sales Process Macro – Overview

[9/2004]



Specific Requirements
The Sales Consultant will ensure that the customer is offered all options available within the scope of the Sales Department. The Sales Consultant and Sales / Business Manager will ensure the Customer **Information Form** and Customer **Recommendation Form** are signed as evidence of review under FSA legislation, and if provided, (by Platinum Financial Solutions), a written quotation is signed by the Sales Consultant / Business Manager.



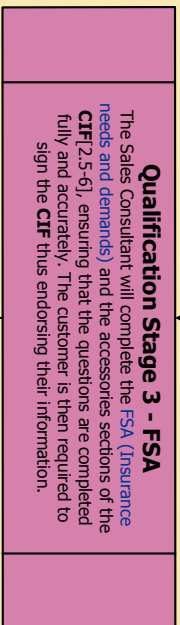
The Sales Manager will search relevant group stock for a suitable vehicle or suggest alternative.



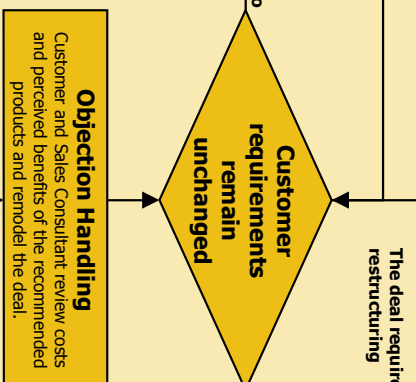
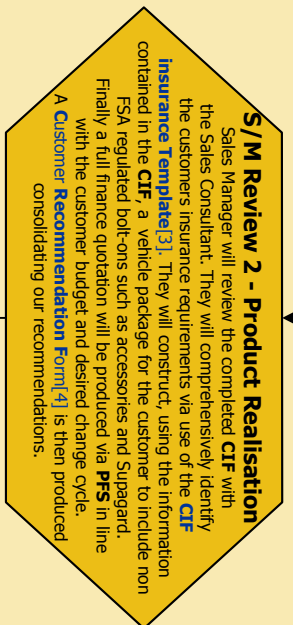
Pre-disclosure
Post-disclosure



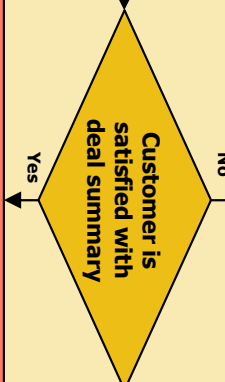
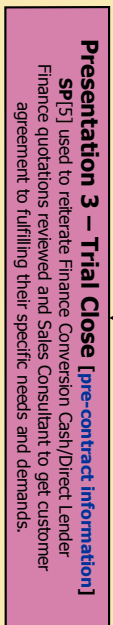
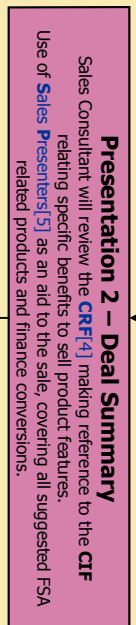
Qualification Stage 2 – P/X
Sales Consultant will appraise the vehicle and record finding onto the **CF**[2.3-4]



S/M Review 1 - Appraisal
Sales Manager will value the vehicle using Glasses Guide, then endorse the value on **CF**[2.4] and sign the endorsement



Objection Handling
Customer and Sales Consultant review costs and perceived benefits of the recommended products and remodel the deal.

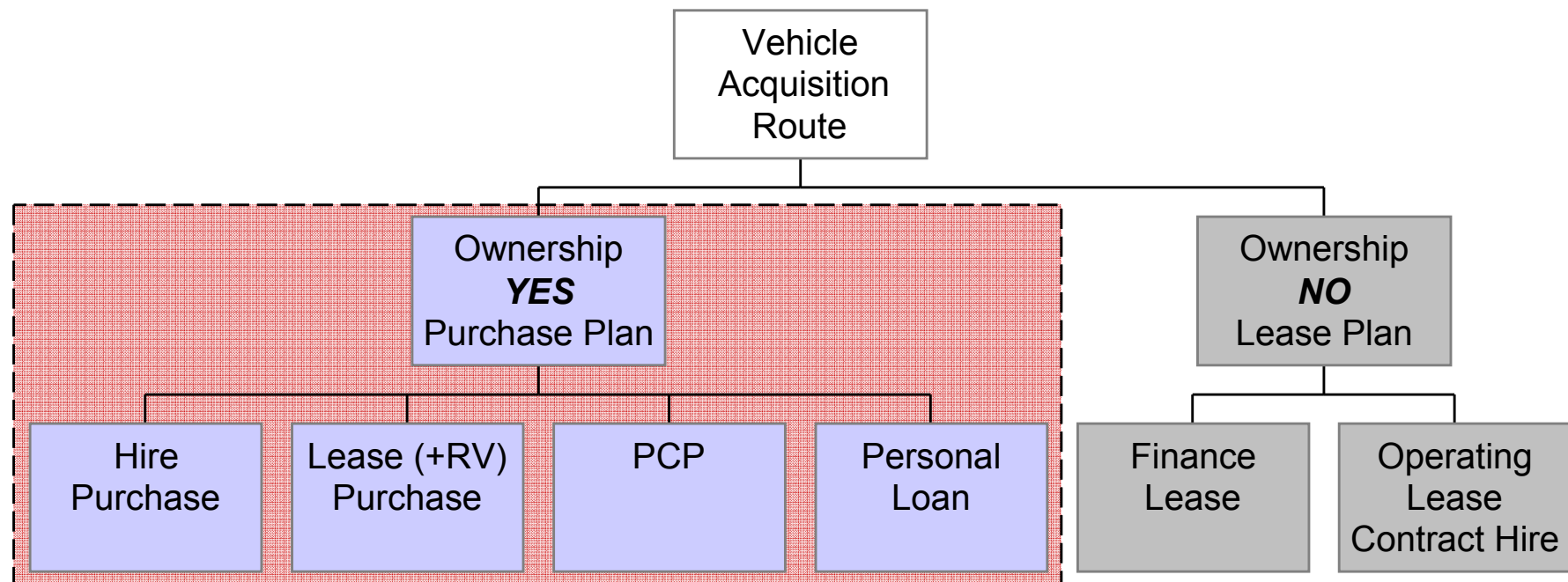


Deal Consolidation
Sales Customer signs **CRF**[4]. All relevant **FSA Key Facts**[6] are given to customers. Finance proposal form is completed and order form produced.

Section 2

FUNDING PLANS...

When a Customer decides to change their vehicles and acquire new ones they are faced with a bewildering number of products, all of which will help them fund their vehicle. The question is, “Which one is right for them?”.



This is where you come in.....

A major part in your role is to not only assist your customers to buy the right car for them but to ensure they choose the right finance product, structured in the right way to meet their individual needs and budget.

In order for this to be successful you must be fully aware of what plans are available and how they work.

HIRE PURCHASE

THE TRADITIONAL WAY TO BUY YOUR CAR...

Hire Purchase enables you to simply choose how much deposit you wish to pay upfront and the period of time in which you wish to repay the loan, making it easy to budget.

Your deposit is paid on delivery of your new vehicle, leaving the balance plus interest paid over the agreed period in equal monthly instalments. At the end of the agreement, subject to a nominal option to purchase fee, you take outright ownership of the car.



Interest is calculated at the beginning and it is therefore fixed for the length of your agreement. This means that the amount you pay is unaffected by any future changes in interest rates, allowing you to **plan your monthly budget with confidence.**

HIRE PURCHASE

Manual Calculation of HP Payments:

Four Stages

1. TIC - Total Interest Charges (as %) Period and Flat Rate
2. TAC - Total Amount of Charges - Balance x TIC = £
3. TAP - Total Amount Payable - Balance +TAC
 1. TOM -Total Over Months - TAP divided by Term (period of months)

$$\frac{\text{Balance to Finance} + (\% \times \text{Period in Years})}{\text{Period in Months}} = \text{Payment}$$

Example: £8000 x 10% @ 3 Years

$$£8000 + (10 \times 3) = 30\%$$

$$£8000 + (£2400) = £10400$$

£10400

$$\frac{£10400}{36} = £288.89$$

1. TIC = Flat rate x Period in Years (10x 3) 30%
2. TAC = Amount x TIC (£8000 x 30%) £2400
3. TAP = Balance + TAC (£8000 + £2400) £10,400
4. TOM = TAP divided by months (£10400 divided by 36) £288.89

HIRE PURCHASE

Suggested Sale Rates:

Vehicle Age	Up to 48 months Rate	Over 48 months Rate
New to Two	6	6.5
Two to Five	6.5	7
Five Plus	7	7.5

REMEMBER:

- The Balance and interest is divided in to equal payments over the period.
- Minimum amount financeable is usually £2,500.
- Maximum age of vehicle at the end of the agreement must not exceed 11 years (132 months).
- Flexible deposits with no minimum or maximum
- The advance offered by the finance company is usually no more than 105% of retail value or 120% of trade value (using Current Auction Prices CAP).
- Hire purchase usually attracts a front end administration fee and a rear option to purchase fee on the first and last repayments. These fees are reflected in the APR not Flat Rate.

CAR PURCHASE LOAN / CONDITION OF SALE

This is a personal loan, offered by finance companies as an alternative to Hire Purchase where appropriate for vehicles that have a high loan to valuation e.g the customer is borrowing the full retail price or above.

- Maximum 5 year period.
- Usually funding up to 160% of trade value or 120% of retail (CAP).
- Most companies up lift the interest flat rate as the risk to them is greater.
- Maximum age of vehicle at the end of the agreement is 120 months / 10 years.
- Customer does not benefit from full Consumer Credit Act benefits in relation to halves and thirds as it is treated as a personal loan not Hire Purchase for a specific vehicle



Lease Purchase

A Lease Purchase is like Hire Purchase except with a Balloon or Residual Payment which is offset to the final payment. The repayments are structured identical to a PCP plan, **however the Residual Payment is not guaranteed**. Therefore the risk of disposal and depreciation are the customers not the finance companies.

- The balloon is not guaranteed.
- No mileage restrictions or penalty excess mileage charges as customer bears risks.
- Allows for longer periods 48 months is common and even 60 months.
- Vehicles up to 48 months of age.
- Maximum age of vehicle at end of agreement normally 7 years.
- Can be used on commercial vehicles as well as cars.
- Allows for higher yearly mileages than PCP plans.
- At the end of the agreement title of the goods passes to the customer.
- Final payment reduces the regular monthly repayments.



PERSONAL CONTRACT PLANS

YOUR FREEDOM TO CHOOSE...

Ideal for those that wish to enjoy the benefits of upgrading their car every two or three years and perfect for young families who wish their car to grow with their lifestyle.

Personal Contract Plans [**PCP's**] allow you the **freedom** to achieve this, whilst taking advantage of monthly payments which are lower than some traditional finance schemes.

An Optional Final Payment is calculated based upon **your driving requirements**, and offset to the end of your agreement.



Your repayments are based upon the price of your new car less any deposit and the Optional Final Payment ,plus any interest and fees.

Lower fixed monthly payments will help you **manage your budget more effectively** or could mean that you are able to upgrade your car to a higher specification model.

PERSONAL CONTRACT PLANS

HOW DOES IT WORK?

Select a Deposit

Make your monthly repayments

We will calculate the OFP for your car at the end of your agreement, dependant on your driving requirements.



DEPOSIT

BALANCE TO FUND

**OPTIONAL FINAL
PAYMENT**

PERSONAL CONTRACT PLANS

WHAT HAPPENS AT THE END?

OPTION 1 CHANGE YOUR CAR FOR A NEW ONE	OPTION 2 RETAIN OWNERSHIP	OPTION 3 GIVE THE CAR BACK
<p>You can part exchange your car at the dealership. If your car is worth more than the Optional Final Payment, you can use the difference as a deposit for your next new car.</p>	<p>You may prefer to keep the car. To do this, simply pay the Optional Final Payment. You can even re-finance this if you wish, essentially turning it back into a more traditional finance agreement.</p>	<p>If your needs or requirements have changed, you can simply hand your car back to the finance company with nothing more to pay (subject to mileage and condition). Excess mileage charges may apply.</p>

Company car drivers...

In today's environment, with company car benefits linked to CO2 emissions, you might be finding your company car is more of a hassle than a perk. If you have decided to opt out of your company car scheme, choosing a PCP may be the ideal way to get the most from your company car allowance. For more information please refer to Platinum's Concise Guide to Cash for Cars Schemes.



HELPING YOU **MAKE THE** **RIGHT CHOICE** FOR YOU...

Before you help your customer decided on the right way for them to fund their new car, you must consider their personal circumstances and future aspiration e.g 'how long they like to keep their car for'. This is a key part of qualification. To help you and them choose follow these key steps:



STEP 1

STEP 2

STEP 3

STEP 4

STEP 5

STEP 6

Choose your finance method

Decide upon deposit

Decide on your desired duration of ownership

Decide on annual mileage

Choose to protect your new investment

Choose your car

HIRE PURCHASE

I want to own my car once I have paid for it

0% to 95%
of the car price

12 to 60 months

Not restricted

1. GAP Insurance
2. Vehicle Warranty

Choose the car that suits your lifestyle and driving needs

PCP

I want the flexibility to either change my car or keep it

0% to 35%
of the car price

18 to 42 months
(depending on the age of car)

5,000 to 30,000 miles
per year

1. GAP Insurance
2. Vehicle Warranty

Choose the car that suits your lifestyle and driving needs

PRODUCT COMPARISON

DECIDE AT A GLANCE...

Features	Hire Purchase	PCP
OWNERSHIP	YES	OPTIONAL
FLEXIBLE DEPOSIT	0 - 95%	0 - 35%
PERIODS AVAILABLE	12 - 60 MONTHS	12 - 42 MONTHS
FIXED PAYMENTS	YES	YES
OPTIONAL FINAL PAYMENT	NO	YES
FIXED INTEREST RATE	YES	YES
GAP INSURANCE	OPTIONAL	OPTIONAL

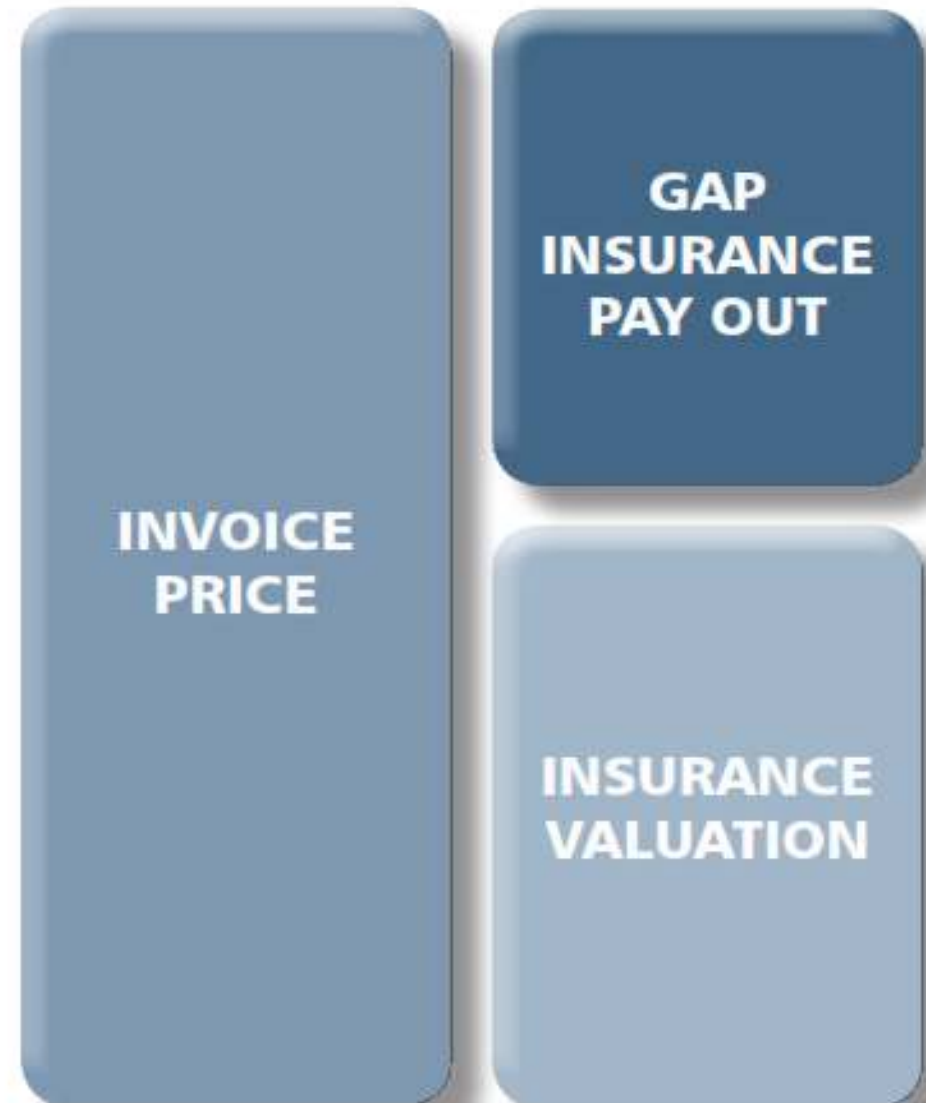
GAP PROTECTION

MIND THE GAP...

Choosing Platinum's GAP Insurance (Guaranteed Asset Protection) gives you the opportunity to bridge the gap between your insurance company valuation and the original price* you paid for your car, for an amazing 3 years after you've taken delivery.

THE COVER IN BRIEF...

- Benefit up to invoice price of the vehicle.
- Insurance excess covered up to £250.00.
- Dealer fit approved options up to £2000.00 can be included on invoice.
- Transferable to next vehicle.
- No mileage restrictions.
- Available on 0% Typical APR.
- European Cover.
- Fully cancellable.



*Excludes insurances, RFL and certain optional extra's.

GAP PROTECTION

MIND THE GAP...

Eligibility...

Any customer with a fully comprehensive motor insurance on vehicles except;

- Non permanent UK residents/Channel Islands.
- Anyone under the age of 18.
- Must be named as the policy holder or named driver on the motor insurance policy.
- Contract hire or lease agreements.
- Hire vehicles, emergency vehicles, couriers, taxi and driving schools.
- Vehicles used for road racing/rallying.
- Vehicles must be of UK specification.
- Non manufacture modifications, except for disability modifications.
- Vehicles over 7 years of age.
- Vehicles over 3500kgs gross weight
- Can be cancelled and refunded on a pro rata basis after first 30 days, subject to a £35 admin charge.

Cancellations must be in writing to Auto Protect Limited, Cambridge House, Cambridge Rd, Harlow, CM20 2EQ and included the original policy marked cancelled.

GAP PROTECTION

MIND THE GAP...

Exclusions...

For a successful claim a payment must be made by a claimants motor insurance. Details of all exclusions are noted in the policy the main ones are detailed below;

- Driving whilst intoxicated or under the influence of drugs or alcohol.
- Loss arising as a result of war, terrorism, riot or civil commotion.
- Any arrears relating to the finance details or negative equity.
- Non UK specification cars.

Making a claim:

The Customer should contact Auto Protect Directly as soon as possible after the date of the total loss to report your claim.

- *They must not accept any offer from your motor insurers until you have spoken to A.P. claims department on 0870 766 2786.*



GAP PROTECTION

MIND THE GAP...

It's a fact that the value of any vehicle will depreciate the moment it leaves the showroom – at least as far as your insurance company is concerned. This depreciation is heightened by high mileage, increased length of ownership and subsequent wear and tear.

So if your new car is written off through theft or an accident, you could find your insurance company will payout less than you originally paid for your car.



DID YOU KNOW?

1. According to HPI, around 500,000 cars are 'written off' annually, by insurers.
2. In 2008, there were almost 171,000 vehicle related accidents reported.
3. In the same year, there were over 177,000 cars stolen in the UK.

WARRANTY PROTECTION

WHY NOT EXTEND YOUR WARRANTY?

All new cars are covered by a manufacturer backed warranty. Even our pre-owned vehicles come with a 12 months comprehensive warranty, giving you the security of peace of mind motoring.

There are on average over 12,000 moving parts in a new vehicle and with technology increasing they are becoming ever more complex. As modern motoring needs become more demanding, and as your mileage increases so does the risk of a breakdown.

DID YOU KNOW?

1. Britain's breakdown services are called in to action around 20,000 times per day.
2. The average cost of repair to a vehicle in its fourth year of ownership is £700.00.



WARRANTY PROTECTION

WHY NOT EXTEND YOUR WARRANTY?

Most people will keep their car for at least 3 years, and in that time if your car was in the garage for just one day, you wouldn't deem it to be unreliable. For a small one off payment you can enjoy the benefits of an extended warranty, arguably at a time when you most need it.

THE COVER...

- All Mechanical and all Electrical coverage.
- Individual claims limit to vehicle purchase price.
- All parts, labour and VAT paid.
- '*Wear and Tear*' coverage.
- No mileage restraints†.
- No age restraints†.
- No excess to pay.
- Unlimited claims.
- Optional recovery available.
- Fully transferable to next private owner.



† From Inception .

WARRANTY PROTECTION

WHY NOT EXTEND YOUR WARRANTY?

Components Covered...

All mechanical and electrical components are included against mechanical breakdown and wear and tear, including oil seals, working materials (oils, filters, anti-freeze etc) and air-conditioning. However does exclude;

- Body Work / Paint
- Glass
- Interior/Exterior trim
- In car entertainment including Satellite Navigation
- Catalytic converters
- Wheels
- Airbags and electrical wiring
- Serviceable items and other components subject to routine maintenance or replacement such as wiper blades, tyres, bulbs and batteries are also excluded.



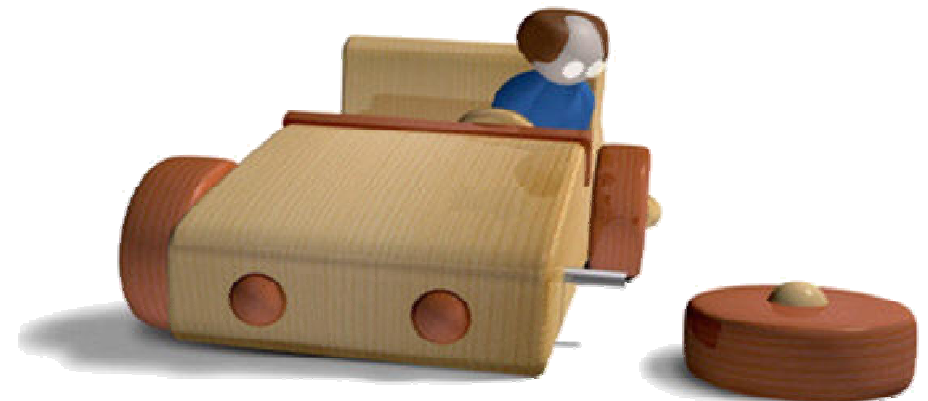
WARRANTY PROTECTION

WHY NOT EXTEND YOUR WARRANTY?

Eligibility...

Any car purchased from Platinum is eligible, except the following;

- Vehicles over 8 years of age.
- Vehicles over 80,000 miles.
- LCV / Commercial vehicles.
- Hire vehicles, emergency vehicles, couriers, taxi and driving schools.
- Vehicles used for road racing/rallying.
- Vehicles must be of UK specification.
- Non manufacture modifications, except for disability modifications.



WARRANTY PROTECTION

WHY NOT EXTEND YOUR WARRANTY?

Excludes...

The vehicle must be serviced in-line with manufacturer services intervals by a Platinum dealership. If there is no proof service at time of purchase then the vehicle must be serviced within 6 months or 6,000 miles from the date of policy sale.

- Breakdowns which are reported 14 days or more after the fault has been discovered
- Damage caused by neglect, corrosion, abuse
- Failure to maintain the vehicle in a road worthy condition – e.g proper oil and coolant levels
- Continued driving when defect known
- Towing or overloading the vehicle with greater loads than permitted or recommended
- Damage caused by fire, lightning, theft, water damage and other acts of God
- Incorrectly fitted parts or the effects of poor repairs conducted prior to the policy commencement

Please check policy at time of sale for a full list of exclusions

FEATURES & BENEFITS

You will have to explain the features and benefits of these agreements to be sure your customer has an full understanding and can make a informed decision on which agreement best suits their needs.

Features tell the customer about the product.

Benefits tell the customer what it will do for them.

It is Benefits not Features that finally persuade the customer to buy.

An important part of turning product features into customer benefits is customer knowledge. It means that you will have to thoroughly qualify your customer in order to identify which features are relevant to them and how they might benefit the customer.

What you will do in this section is to use product features to identify potential customer benefits. We are identifying potential benefits because we do not have access to specific customers.

Example of features and benefits:

Feature - Power steering on a car

Benefit – You can parallel park easier

FEATURES & BENEFITS

HIRE PURCHASE	
Features	Benefits
Fixed monthly Payments	
Low deposit	
No final payment (balloon)	
Ownership of the car	
Various contract lengths	
Does not tie up existing lines of credit	
Retains customer's saving allowing interest to be earned	

FEATURES & BENEFITS

Personal Contract Purchase	
Features	Benefits
Guaranteed Future Value	
Lower monthly payments	
Small deposit	
3 Choices at contract end	
Fixed payments	
Choice of ownership	
Mileage restrictions	

FEATURES & BENEFITS

GAP	
Features	Benefits
Difference between the insurance payout and the original invoice.	
Small one off payment	
3 year cover	
Cover on cars up to 8 years	
Transferable to next vehicle	
Pays insurance excess up to £250.	
European cover	
Up to £2000 of dealer fit accessories	

CONSUMER CREDIT ACT

A basic knowledge of the law governing the sale of finance and financial products is essential to the success of your sales role within the dealership for many reasons, including what documentation to use in what set of circumstances.

Get this wrong and you may incur major problems for yourself and the dealership, More importantly you may subject your customer to unnecessary problems.

This section deals with the documentation used in those Agreements you will meet on a regular basis and those used by the competition:

Purchase Agreements:

- Hire Purchase Agreements
- Lease Purchase Agreements
- PCP Agreements

Lease Agreements:

- Finance Leases
- Operating Leases



CONSUMER CREDIT ACT

All finance agreements (Purchase and Lease) are subject to the CCA. These agreements are either Regulated or Non-Regulated under the terms and conditions of the Consumer Credit Act 1974.

The following rules apply to the use of Regulated and Non-Regulated agreements:

- A Regulated Document is used where;
 1. The Customer is not a Corporate Body. PLC, LTD etc
 2. The Customer is not a Local Authority
- If either of these two conditions is breached! A Non-Regulated Document must be used.
- The Regulated documents that are used by Platinum are Non-cancelable. They should be signed on trade premises (defined as those Dealer premises covered by a relevant consumer credit license or the premises of the Finance House in the case of a Purchase Agreement and Lease agreements).
- A Non - Regulated finance agreement is used where the customer is a PLC or LTD company. These agreements can be signed by the customer at any location in the UK, This agreement does not have the same restrictions as a Regulated agreement.

Where the wrong documentation is used the agreement is null and void and numerous problems can occur.

FLA

The FLA (Finance and Leasing Association) is the UK governing body of which all lenders must subscribe. Their guidelines mean we must be able to confirm that we have used an ultra violet lamp to verify the authenticity of the customer's original driving licence. This is an anti fraud measure established to protect the customer from identity theft. Failure to do this will result in the finance companies we use refusing to pay out on the deal.

In confirming sight of original documentation with use of an ultra violet lamp you must record this on the copy of driving licence before it is sent to the finance company for payout with the relevant finance company. Finance Companies will not process documentation which has not been checked. You must stamp the licence to confirm:

- They have seen the original licence or proofs and not copies.
- The customer signature has been checked/witnessed.
- The original has been validated by way of UV lamp.
- You have seen and taken copies of both the Card and Counter Part.

FLA

Please note that where the driving licence does not bear the customer's current signature, then additional proof of signature address is required.

The driving licence must be supported by at least one of the following;

- Front/back of cheque guarantee card
- Front/back of credit card
- An employers security photo pass

If no Driving Licence is available or the Driving Licence is in an incorrect address, first confirm that the address has been disclosed to the Finance Company, then we will require one of the above and two of the following, dated within the last 3 months;

- Current passport
- Current Bank Statement
- Community Tax bill
- Utility bill from last billing period

Mobile phone bills, receipts, and catalogue statements are not acceptable.

CONSUMER CREDIT DIRECTIVE

As of 1st February 2011, the new Consumer Credit Directive (CCD) must be adhered to by all lenders. This is a fundamental change to consumer rights regarding credit agreements and the way we offer, handle and administer finance agreements. It will run alongside the existing Consumer Credit Act regulations and impact on the following:-

- Documentation (pre-contractual) SECCI Form
- Customer Right of Withdrawal
- Early and Partial settlements
- Adequate explanation of documents and agreements
- Advertising

The main areas that you must be aware of and comply with, are;

SECCI. (Sometimes know as PCCI)

The customer must be given a copy of their Standard European Consumer Credit Information Form [SECCI], before they sign their finance documents and be given time to read and understand the agreement they are entering into. The customer may also ask for a copy of a [SECCI] prior to their finance proposal, thus allowing them to make a direct comparison with other lenders.

CONSUMER CREDIT DIRECTIVE

The customer has a 14 day right of withdrawal.

This means that within this time the customer can settle their finance agreement with no given reasons. In effect reverse the deal as if it never happened. This will not mean the customer has a right to hand the car back, just settle the agreement directly with the finance company.

The customer can make partial payments.

Customers have always been able to pay larger amounts into their agreements; however it has never affected the total interest charges. Customers entering agreements from June 2010 will now be able to pay larger amounts into their loans and benefit from having the interest charges recalculated on the lower capital amount. Rather like a credit card or overdraft. Currently it is thought this will change the term of the agreement and finish it early, rather than alter the customer's repayment amount (although finance companies are investigating this option). Finance companies can levy a charge of up to 1% of the amount being repaid.

Credit Worthiness Calculations.

To comply with responsible lending, creditors are required to assess the borrower's creditworthiness before granting credit. The assessment is based on information from the borrower on the proposal and from a credit reference agency. This means that you will have to start asking the customer for their gross annual incomes. Lending may be capped on the advances if the finance house feels that the customer cannot afford the repayments based on income to expenditure..

CONSUMER CREDIT DIRECTIVE

Adequate explanation of credit.

It is your responsibility as the sales executive witnessing the credit agreement to adequately explain all aspects of the credit agreement the customer is about to enter in to (this is unchanged to your present responsibilities) and the new SECCI form. You must also included a statement on the consequences of not keeping up the repayments e.g “their car is at risk of repossession if they do not maintain their repayments on a HP/PCP agreement and that failure to do so may result in a detrimental credit rating”. The customer must also be able to ask questions about the agreement, or to ask for further information or explanation. Although this is the job of the Sales Executive, PFS are at hand to field any questions that you may not be able to answer.

Statement of Accounts.

The customer is now able to request monthly statements of account as well as yearly statements. This again will apply to agreements from June 2010.

Please bear in mind that to be able to sell finance under these new guidelines you must be competent and have the knowledge to field any questions especially on the above changes. New starters will under go FSA training which will be updated to include the new CCD, before selling Finance and Insurance. However it is still a mandatory requirement that a to be able to sell finance you must be competent and have under gone your specific franchise CCD training. This is usually on line and details can be obtained via your Sales Manager.

COMPANY CAR TAX

The tax paid by a company car driver now depends on the CO2 emissions of the car that he/she is driving and not on business mileage.

The lowest band of emissions attracts benefit in kind taxation equivalent to 15% of the P11D value of the vehicle. This will rise from its concept in 2002/03 over a 3-year period until 2004/05

As the level of emissions rise, so does the percentage of tax levied, reaching a maximum of 35% of the P11D value of the vehicle.

Diesel vehicles will attract a 3% surcharge over and above the normal charge levied. The maximum charge however will not go beyond 35%.

The employee then pays income tax as a Benefit in Kind on the figure calculated at their prevailing rate of tax (E.g. 22% or 40%)

Example:

2.0cc petrol car costing £16500.00 OTR
CO2 201(g/km) tax year 2012/2013
Customers basic rate of income tax 22%

CO2 from chart equals 31% of P11d

$$£16500 \times 31\% = £5155$$

£5155 x 22% employee tax = £1134.10 per year

Monthly tax liability (divided by 12) equals £94.50

WHY CHOOSE PLATINUM FINANCE....

CREDIBILITY – We use some of Europe's largest finance companies and major high street banks as well as our Franchise partners.

COMPETITIVE – Using economies of scale we can transfer that benefit to you the consumer with unique products and rates.

CREDIT LIMIT – By us arranging your finance it leaves your other credit lines (i.e. credit card, overdraft etc) intact for other uses and future borrowing.

CHOICE – We have a choice of affordable products, that are tailored to meet just about every customer requirement.

CONVENIENCE – We provide a quick decision, with few forms to fill out, no transfers or cheques to arrange and no prying questions about household bills and other credit cards.

COVER – The Platinum Motor Group is regulated under the Financial Services Authority to give you good advice.



Please ask us for a brochure:

or request them online at www.platinummotorgroup.co.uk