



# FORD ESP INSTALLMENT PAYMENT PLAN

ADMINISTERED BY BUDCO FINANCIAL SERVICES



**Convenient, Interest-Free Financing  
for Ford Extended Service Plans**

**IPP**

**Installment Payment Plan**

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**Over \$250 million in ESP contracts financed!**



**Installment Payment Plan**  
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## An ESP Financing Plan That's Right for Your Customers and Your Dealership

No one understands customers better than you. Today's buyers expect you to make their experiences easy — from the initial purchase to the very last service visit.

Now, when you offer your customers a Ford Extended Service Plan (ESP), you can provide a simple, convenient and economical way to **finance their ESP purchases**.

Welcome to the **Installation Payment Plan (IPP)** from Budco Financial Services (BFS). IPP gives your dealership a high-quality, **no-interest financing plan** that minimizes and simplifies the administration of payment plans for your team.

### Experience and Proven Success

Customers have purchased **over \$250 million in ESP contracts** using the powerful advantages of IPP.

**Plus, BFS has more than 16 years of experience with:**

- **Cash management** (we will pay you up front and collect from the customer over 5, 11, or 17 monthly installments)
- **Credit card transaction processing**
- **Monthly billing**

We fully manage IPP and bring all our ESP expertise to the table to support your sales efforts.

IPP financing makes it easier for your customers to buy ESP and helps you keep it simple, generating more sales, profits and customer satisfaction.

## Why IPP?

### Our "Win-Win" Approach

#### IPP Customer Advantages

- Interest-free payments
- No credit application
- No credit checks
- No waiting for credit approval
- As little as 10% down payment
- Choice of extended terms: 5, 11 or 17 months
- **Choice of payment options:**
  - Direct debit to checking/ savings account
  - Automatic monthly charge to buyer's VISA, MasterCard or Discover
  - Monthly mailed statement

#### IPP Dealer Advantages

- Monthly dealer statements
  - Remittance check to the selling dealer for all accepted IPP sales
- Toll-free dealer assistance line: **(888) 368-8462**
- Online training, forms and support at: **IPPforESP.budco.com**
- All administration:
  - Customer balance-due collections and cancellation refunds are handled by IPP headquarters







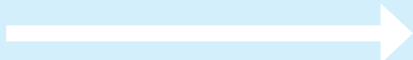
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# INSTALLMENT PAYMENT PLAN from



## IPP Finance Limits

Our program is very straightforward. ESP financing limits under IPP are to the right:



If customer purchase* price is less than \$1,600	If customer purchase* price is greater than or equal to \$1,600
No limit based on MSRP	Limited to 35% above published MSRP

*\*Customer purchase price is defined as the ESP sales price, not including any applicable sales taxes.*

Be Sure to Bookmark Our Website: [IPPforESP.budco.com](http://IPPforESP.budco.com)

This is your one-stop, online reference for all IPP information, training, downloadable program forms and more!

Budco Financial Services is ready to help you sell more Ford ESP contracts. We'll make it easier for your customers to finance their deals and keep it simple for your team.

Call us today!

## Important Contact Numbers

**Toll-Free Dealer Assistance Line**  
(888) 368-8462

**Ford ESP Administration**  
(800) 521-4144

**IPP Headquarters 24-Hour Fax**  
(888) 846-9136



[IPPforESP.budco.com](http://IPPforESP.budco.com)