

Side By Side Comparison

Rent To Own

VS

Buy Here Pay Here

Vehicle title remains in your dealership name



Vehicle title is registered to the customer

No bankruptcy - you own the vehicle



Bankruptcy - you suffer the financial loss

No repossession - you own the vehicle



Repossession can be difficult & time consuming

More control over slow or delinquent payers



Slow payers have the vehicle & title

Pay income tax on revenue as it is earned



Pay income tax on full contract at end of first year

Origination Fee- profit straight to your bottom line



No Origination Fee

Rental agreement not subject to usury laws



Contract subject to usury laws

Complete turnkey program with ongoing dealer support



Build your own program

TARBELL
DEALER SERVICES

DEALER CONTROL FINANCE CONSULTING & TRAINING