



A HUD  
Approved FHA  
PowerSaver  
Lender

## WE KNOW ENERGY EFFICIENCY FINANCING

### PowerSaver Plus Financing

HUD Approved FHA PowerSaver Lender

With an unsecured FHA PowerSaver loan from AFC First, most homeowners can take advantage of a no closing cost, fixed rate loan for ENERGY STAR® rated and high efficiency **air sealing & insulation, heating & cooling systems, windows, and “whole house” improvements** using Home Performance with ENERGY STAR®. These special loan terms can help them save thousands of dollars over the life of their loan, further enhancing the financial impact of energy savings and minimizing out of pocket costs.

## A Great True Fixed Rate™ Option from AFC First

### PowerSaver Plus Financing

- A Seven Year True Fixed Rate Monthly Payment Plan up to \$25,000

#### 7-Year PowerSaver Plus Program

	FHA PowerSaver Loan	PowerSaver Plus Loan
<b>Available States as of 9/15/2014</b>	AK, AL, AR, CO, CT, DE, FL, IL, KS, KY, MN, NE, NH, NJ, NY, NC, OH, OK, PA, SC, VA, WY; Contact us about other states coming soon.	
<b>Amount</b>	<b>\$1,000 to \$7,499</b>	<b>Up to \$25,000 Total</b> A simultaneous second “Plus” loan for the amount of the financed project in excess of \$7,499
<b>Eligible Property</b>	One Family Owner-Occupied	
<b>Collateral</b>	Unsecured	
<b>True Fixed Rate</b>	<b>9.99%</b>	
<b>Pre-Payment Penalty</b>	None	
<b>Contractor Incentives</b>	<b>\$300 Energy Audit Subsidy paid to Contractor (Optional, Not Required)</b> For BPI Compliant Energy Audit on HPwES Whole House Jobs	
<b>Contractor Cost</b>	<b>No Cost</b>	3% of the “Plus” loan (the amount over the original \$7,499 PowerSaver loan)

#### Special Features:

- For most types of ENERGY STAR® rated and whole house energy improvements
- 7 Year FHA Fixed Rate 9.99% PowerSaver loan for up to \$7,499
- Broad approval standards (to 660 credit score) and all qualifying borrowers get the same 9.99% rate – no confusing “risk-based pricing”
- Optional simultaneous second “Plus” 7 Year 9.99% loan for the amount of the financed project in excess of \$7,499 - up to \$25,000 total for qualifying borrowers
- No Penalty for Pre-Payment
- No Contractor Charge to \$7,499 (And just a 3% charge only on the excess “Plus” amount over \$7,499 – standard cost is 6% - 1/2 subsidized by AFC!)

## Addressing Consumers' Desire for Low Fixed Monthly Payments:

- Typical HVAC or energy efficiency installations (\$3,000 to \$15,000) are often in the consumer's financing "twilight zone" - too big for a credit card, too small for a home equity loan.
- If they don't already have a home equity loan, most consumers don't want a lien on their home - they want a simple, fast, unsecured, fixed rate loan with a longer term, lower payment and a lower rate than they can get from a bank, credit union or finance company for unsecured financing.
- Time sensitive – consumer needs work done ASAP.
- Contractor-Driven – Need to incorporate a true monthly payment option on every proposal – just like a car loan!
- "Come-on" or "Teaser Rate" (0% for 6 months type which can turn into a very high interest rate ) financing is not the answer for most people looking to make a major capital purchase and can hurt contractor credibility.

## Qualifying Improvements

Improvements must meet ENERGY STAR® or other applicable standards. 25% of the loan may be used for other improvements.

Heating & Cooling	<input checked="" type="checkbox"/>
Windows & Doors	<input checked="" type="checkbox"/>
Air Sealing & Insulation	<input checked="" type="checkbox"/>
Roofing	<input checked="" type="checkbox"/>
Biomass & Wood / Pellet Heating	<input checked="" type="checkbox"/> EPA Certified Wood Stoves (Pellet and Wood Burning Stoves). Biomass Furnaces or Boilers (Listed as a white tag model on EPA's List of Qualified Cleaner Hydronic Heaters).
Geothermal	<input checked="" type="checkbox"/>
Solar PV	<input checked="" type="checkbox"/>
BPI Compliant Energy Audit Required?	Required only for HPwES Whole House. May be included as a qualifying improvement in the loan

## Monthly Payment Examples

### 7-Year PowerSaver Plus Financing Program

Loan Amount	\$1,000	\$2,500	\$3,500	\$4,500	\$5,500	\$6,500	\$7,500	\$8,500	\$10,000	\$11,500	\$14,500	\$17,500	\$20,500	\$25,000
Monthly Payment	\$17	\$41	\$58	\$75	\$91	\$108	\$124	\$141	\$166	\$191	\$241	\$290	\$340	\$415
Contractor Buydown Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$30	\$75	\$120	\$210	\$300	\$435	\$525

## New Mobile Contractor Sales Tool:

- Quote customers with a monthly payment estimate and apply directly for financing by visiting:
  - <https://secure2.afcfirst.com/programpaymentcalculator/powersaver>
- Integrate it into your sales process; quote a monthly payment with each and every sale.

## Simple Loan Process:

1. Provide a customer with an estimate for qualifying improvements - then quote them a monthly payment estimate using the online calculator tool.
2. For fastest approval, customers should apply online at [www.afcpowersaver.com](http://www.afcpowersaver.com). You can also have them apply by phone at (888) 232-3477.
3. We'll have a quick decision on their application and answer any questions they may have.
4. The customer must sign and return the loan documents that we provide them.
5. We pay you directly when the work is done to the customer's satisfaction.