



## Payment Calculation

Each transaction Dakota Financial funds may have small differences in the way payments are calculated. Please follow the simple order of operations below to figure out your customer's estimated monthly payment. Also, please note that taxes are generally (based on the customer's location) paid on the stream of payments and not up front when purchasing equipment. So, calculations made with the formula below should not include taxes in the net funding amount or anywhere else in the payment calculation. Also note that Dakota includes the lease purchase option as part of the quoted payment. This means that the customer will own their equipment if they pay through the full term of the lease and there is never any additional money due at the end of a lease.

Below is the formula for calculating your customer's Dakota lease payment:

### Net Funding

This is the total invoiced cost of equipment less any deposit, down payment, rental credit, or trade-in.

**X**

**1.##**

## represents your broker points as a two digit number.

You can build in 01 – 15 points on *Classic Program* deals.

You can build in 01 – 07 points on *Mid-Ticket Program* deals.

**+**

### Additional Transaction Fees

*Classic Program* real estate-backed transactions will incur a \$1,500 real estate titling fee. This fee may be more expensive for larger properties or properties located near large metro areas.

**X**

### Lease Factor

Use the net funding amount (deal size) to determine into which program your customer fits: *Classic* or *Mid-Ticket*. Then choose the credit tier based on the customer's credit score. Finally, choose the desired term length to get the correct factor.

**=**

### Customer's Monthly Payment

This payment includes your broker points and the lease purchase option, but does not include upfront fees, insurance, operating expenses, or any applicable taxes.