



Personal Information

Date

Name (First, Middle, Last)

Social Security Number

Driver's License Number/State

- -

/

Home Address (Street, City, State, Zip Code)

Business Address (Street, City, State, Zip Code)

Home Telephone Number

Business Telephone Number

( )

( )

Education

	Years	School	Degree	Major
High School				
College				
Graduate Degree				

List any other education or training you believe will be helpful for your ownership or operation of a Nissan dealership.

Employment

Have you ever been employed, in any capacity, by a Nissan or Infiniti Dealer?  NO  YES

If YES, please complete below.

Period From/To	Dealer Name	Dealer Address
1		
2		
3		

Do you now own, operate, or have a financial interest in or have you previously owned, operated or had a financial interest in any automobile dealership?  NO  YES If YES, please complete below.

Name of Dealership	Vehicle Lines	Financial Interest %	Period From/To	Title/Position	Reason for Terminating
1					
2					
3					

Attach current and prior year-end financial statement, customer satisfaction and sales performance reports for each manufacturer listed above.



# NISSAN NORTH AMERICA, INC.

Have you or any members of your immediate family, relatives or in-laws been employed by Nissan North America, Inc., its subsidiaries or its distributors?  NO  YES If YES, please complete below.

Name	Location	Position Held	Period From/To	Relationship
1				
2				

Outline in chronological order the positions or businesses in which you have participated during the past 10 years, most recent first.

1	Period From/To	Position/Business	Name of Firm	Type of Business
	Telephone Number ( )	Supervisor	Reason for Leaving	
2	Period From/To	Position/Business	Name of Firm	Type of Business
	Telephone Number ( )	Supervisor	Reason for Leaving	
3	Period From/To	Position/Business	Name of Firm	Type of Business
	Telephone Number ( )	Supervisor	Reason for Leaving	
4	Period From/To	Position/Business	Name of Firm	Type of Business
	Telephone Number ( )	Supervisor	Reason for Leaving	
5	Period From/To	Position/Business	Name of Firm	Type of Business
	Telephone Number ( )	Supervisor	Reason for Leaving	

Have you or any business in which you have been principal owner, officer or director ever failed in business, filed for bankruptcy or compromised your creditors?  NO  YES If YES, please complete below.

Have you every been bonded?  NO  YES If YES, by which employer?

Has your bond ever been revoked?  NO  YES If YES, explain.

Have you ever been convicted of a crime?  NO  YES If YES, when and for what?

Are there any lawsuits pending against you?  NO  YES If YES, provide details.

Are you an endorser or guarantor on any bills or notes, mortgages, bonds, etc. or others?  NO  YES If YES, what is this total: \$.

## Bank References

Bank	Individual	City/State/Zip Code	Telephone Number
1			( )
2			( )



# NISSAN NORTH AMERICA, INC.

## Personal References (Other than present employees or relatives)

Name	Address/Telephone Number	Occupation	Years Known
1			
2			

## Proposed Investment

How much more are you prepared to invest in the dealership? \$\_\_\_\_ | By what date will this amount be available?

Will any of your investment require liquidation of assets?

NO  YES If YES, show detail in Statement of Assets and Source of Funds section.

Will any funds you plan to invest be borrowed or otherwise encumbered?

NO  YES If YES, show detail in Statement of Assets and Source of Funds section.

Will there be additional investors in the proposed dealership?

NO  YES If YES, complete the section below.

Investor Name	% of Interest	Amount of Investment	Title	Portion of Investment Owned	Borrowed	% Active in Business
1						
2						
3						

## Additional investors must also complete a Nissan application.

Do any of the investors have a financial interest in any other automobile dealership?

NO  YES If YES, complete the section below.

Investor Name	Dealership Name	City/State	Lines Handled	% Interest
1				
2				

## Proposed Dealership

The proposed dealership entity will be  Corporation  Partnership  Holding Company  \_\_\_\_

Will you actively manage the proposed dealership?  NO  YES If NO, whom do you propose:

Name \_\_\_\_\_

Home Address \_\_\_\_\_

## Attach an application from the proposed manager.

Will this individual have ownership?

If YES, what percentage \_\_\_\_%

NO  YES

Do you propose to operate in an existing facility?

If YES, state exact location.

NO  YES

Would you sign a written agreement to remedy and correct any inadequacies in the proposed facility?

NO  YES

Is the facility

Owned  Leased

If owned, annual mortgage & mortgage holder name

\$ ;

If leased, annual rent & lessor name

\$ ;

Lease expiration date

Period of renewal option

Will the proposed facility be an exclusive Nissan dealership?  NO  YES



Financial Information

Please fill in all the blanks and round to the nearest thousand. Write "None" where applicable.

Current as of / /

Current Assets (One year or less)

Table with 2 columns: Asset Name, Amount. Rows include Cash on Hand, Cash in Bank, Public Stocks and Bonds, Accounts and Notes Receivable, Other Current Assets, and Total Current Assets (\$0).

Current Liabilities (One year or less)

Table with 2 columns: Liability Name, Amount. Rows include Accounts and Notes Payable, Installment Accounts, Income Tax Liabilities, Other Current Liabilities, and Total Current Liabilities (\$0).

Other Assets (Greater than one year)

Table with 2 columns: Asset Name, Amount. Rows include Stocks in Closely Held Corporations, Accounts and Notes Receivable, Real Estate Investments, Pensions, IRA's, etc., Life Insurance, Miscellaneous Assets, and Total Other Assets (\$0).

Long Term Liabilities (Greater than one year)

Table with 2 columns: Liability Name, Amount. Rows include Accounts and Notes Payable, Mortgages, Other Long Term Liabilities, and Total Long Term Liabilities (\$0).

TOTAL ASSETS \$0

TOTAL LIABILITIES \$0

PERSONAL NET WORTH \$0

TOTAL LIABILITIES AND NET WORTH \$0

Annual Income

Table with 2 columns: Income Source, Amount. Rows include Salary, Bonus & Commissions, Dividends, Real Estate, Other Income, and TOTAL (\$0).

Contingent Liabilities

Table with 2 columns: Liability Name, Amount. Rows include As Endorser, Co-maker or Guarantor, On Leases or Contracts, Legal Claims, Provision for Federal Income Taxes, Other Special Debt, and TOTAL (\$0).



# NISSAN NORTH AMERICA, INC.

## Personal Financial Schedules

**Schedule #1 — Bank Accounts** For each account listed, include copies of bank statements confirming current balance and systematic deposits for last six months or bank letter verifying such deposits.

Name of Bank		Address		
Account #	Date A/C Opened	Current Balance	Contact Person	Telephone Number ( )
Name of Bank		Address		
Account #	Date A/C Opened	Current Balance	Contact Person	Telephone Number ( )

**Schedule #2 — Public Traded Stocks and Bonds** For each investment listed, include copies of stocks and bonds, current brokerage statements or other documentation to verify assets.

Name of Company		Description (Preferred/Common)	Number of Shares
Date of Purchase	Purchase Price	Current Market Value	Brokerage Firm
Name of Company		Description (Preferred/Common)	Number of Shares
Date of Purchase	Purchase Price	Current Market Value	Brokerage Firm

**Schedule #3 — Stocks in Closely Held Corporation** Include appropriate documentation to verify below listed assets.

Name of Company		Type of Business	% Ownership
Net Worth of Business	Date of Purchase	Purchase Price	Current Market Value
Name of Company		Type of Business	% Ownership
Net Worth of Business	Date of Purchase	Purchase Price	Current Market Value

**Schedule #4. Real Estate Investments and Related Liabilities.** Include documentation indicating ownership and current market value.

Description and Type of Property		Location	% of Ownership
Net Worth of Business	Date of Purchase	Purchase Price	Current Market Value
Description and Type of Property		Location	% of Ownership
Net Worth of Business	Date of Purchase	Purchase Price	Current Market Value

**Schedule #5 — Long Term Obligations and Installment Accounts**

Name of Lender		Location	Security Collateral
Maturity Date	Terms and Covenants	Payoff Schedule	Outstanding Balance
Name of Lender		Location	Security Collateral
Maturity Date	Terms and Covenants	Payoff Schedule	Outstanding Balance

**Schedule #6 — Miscellaneous Assets.** Include appropriate documentation to verify assets.

Description of Miscellaneous Assets		Location	
% Ownership	Date of Purchase	Purchase Price	Current Market Value
Description of Miscellaneous Assets		Location	
% Ownership	Date of Purchase	Purchase Price	Current Market Value



**Applicant's Source of Funds Statement**

In connection with and in support of my application for a Nissan Dealer Sales & Service Agreement, I hereby furnish the following true and accurate statement of my personal financial assets and the specific source of funds which I intend to utilize, if approved, to acquire a \_\_\_ % ownership interest in \_\_\_ (Proposed Firm Name), a proposed dealership located in \_\_\_, (City, State):

Detailed Description of Each of My Principal Assets (Show Present Location)	(A) Current Value Prior to Investment	(B) Amount of Encumbrances to Column (A)	(C) Amount to be Invested Personally in Dealership
	\$	\$	\$
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
<b>TOTAL ABOVE</b>	<b>\$ 0.</b>	<b>\$ 0.</b>	<b>\$ 0.</b>

**Explain Source of Cash in Excess of \$5,000**  
Include certificates of deposit and other short term notes.



## NISSAN NORTH AMERICA, INC.

The printed representations and understandings set forth on my application form are hereby made applicable to this statement. Permission is hereby expressly granted to Nissan North America, Inc. to verify the present status of the listed assets and encumbrances directly with the source listed. Any material change in the foregoing financial data, which would materially affect my funds to be invested in this dealership will be immediately reported by me to Nissan North America, Inc.

For the purpose of securing credit and other considerations, the undersigned furnishes the above information and Financial Statement, which fully and truly sets forth his/her financial condition on the \_\_\_ day of \_\_\_, \_\_\_.

The undersigned acknowledges and agrees:

1. This application form has been supplied to him/her as a convenience only, and Nissan North America, Inc. shall not incur any obligation or liability by receipt of this application.
2. No one other than the President or an authorized Vice President of Nissan North America, Inc. has the authority to approve the undersigned's application for a Nissan Dealer Sales & Service Agreement. Final approval will be upon the execution of the Nissan Dealer Sales & Service Agreement by any one of the above named officers.
3. Any misrepresentation or omission, whether intentional or unintentional, in the information supplied by the applicant in this form shall be grounds upon which Nissan North America, Inc. may immediately terminate any Nissan Dealer Sales & Service Agreement entered into subsequently with the applicant.
4. The applicant for a Nissan Dealer Sales & Service Agreement hereby authorizes Nissan North America, Inc. to conduct all reasonable inquiries, investigate or verify personal resumes and financial data and other representations made by the undersigned.

Signature \_\_\_\_\_

Date