



CALIFORNIA FINANCIAL SERVICES ASSOCIATION APPLICATION FOR MEMBERSHIP LENDER

The general purpose of CFSA is to provide a common support network for finance companies in an effort to advance and protect their legitimate business interests while offering consumer finance products in California.

Active membership shall be available to qualified business entities actively engaged in providing financial services to consumers or small business or both in the state of California. Any active member engaged in the financial services business who directly or indirectly, owns, controls, manages, or operates more than one business office or business entity shall include all offices or business entities in one membership.

General Requirements

- ❖ Applicant must subscribe to and support the purposes of the California Financial Services Association.
- ❖ Applicant, subsidiary, affiliate, or parent-corporation shall be actively engaged in the financial services industry for at least one year.
- ❖ Applicant's business operations must be of high ethical standards.
- ❖ Applicant's operations and practices must comply in good faith with all federal, state, and local laws and regulations.
- ❖ Applicant and partners or principal officers of applicant (when applicant is a partnership or corporation) should have a personal and business reputation of high integrity and morality.
- ❖ Applicant is and will be willing to abide by CFSA By-Laws, Federal and State Fair Debt Collection Code, and any and all of CFSA's Code of Ethics, policies, and practices which have been or will be adopted by the CFSA for the good of the financial services industry and agrees to be bound by decisions of the CFSA Board of Directors.
- ❖ Applicant must pay promptly any dues, fees, etc. payable at time of application.

Membership In CFSA:

Our lender membership is comprised of companies actively engaged in either automobile sales contracts, retail sales contracts, small personal loans of both secured and unsecured, real estate secured financing, and credit card issuing. All members operate in California. **Dues are based upon a formula (see page 3 of the application). For national and international companies, the minimum dues are \$2000, and the maximum dues are \$25,000 per year.**

The minimum dues for a single focused, independently owned, company is **\$2000 including \$500** for our Independent member services. The maximum dues are \$5000 per year, plus an additional \$500 for our Independent member services. (See below)

Independent Section Members are family-owned entrepreneurial lending institutions. The Independent Section is a sub-organization of CFSA and is designed to promote issues, which most affect the small lender. The Independent Section affords its members frequent opportunities to network and exchange ideas with colleagues in the industry at meetings, owner's workshops, and management training seminars. **State Association membership is a prerequisite when joining the Independent Section. Independent Section Dues are \$500 per year as indicated above.**

Associate Members are the support vendors who supply CFSA Members with the services necessary to stay in business. Associates typically provide insurance, accounting, printing, legal services, credit lines, and data processing. **Associates Member dues are \$1000 per year.**



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1. The undersigned applies for Membership in the California Financial Services Association.

Business Name _____

Business Address _____

City _____ State/Zip _____

Phone () _____ Ext. _____ FAX () _____ E-Mail _____

Website: www. _____

Name and Address of Contact Person _____

1b. How long at current address? _____ 1c. CFL License Number (if applicable) _____

2. Name of owner, partners, officers and their titles _____

3. Date business established, ___ / ___ / ___ and number of employees in California _____

4. Number of branches in California: _____ including main office.

5. Name and email address of those within your company whom you would like to receive email communications: Meeting notices: _____

Legislative & legal alerts: _____

6. Number of branch offices in California _____ including main office.

7. Type of ownership (check one)

Proprietorship

Partnership

Corporation



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8. Type of Business (check applicable)

- | | | |
|--|--|--|
| <input type="checkbox"/> Regulated Loans | <input type="checkbox"/> Sales Finance | <input type="checkbox"/> Indirect Automobile Contracts |
| <input type="checkbox"/> Unregulated Loans | <input type="checkbox"/> Real Estate | <input type="checkbox"/> Other: _____ |

9. Amount of receivables:

\$ _____	Real Property	\$ _____	Rees-Levering - Automobile contracts
\$ _____	Personal - Secured	\$ _____	Mortgage lending
\$ _____	Personal - Unsecured	\$ _____	Credit cards (Private label)
\$ _____	Unruh - Merchant contracts	\$ _____	Other (specify) _____
		\$ _____	TOTAL

10. Business associations (local, state, and national) of which the business entity is a member.

11. How did you learn about CFSA? _____

12. List two references that are currently members of CFSA. * (Required of all applicants)

Name _____ Company _____ Phone () _____
Name _____ Company _____ Phone () _____

13. If any other company or branch office in California is engaged in the same or a related business as applicant, is owned, controlled, operated, managed, or supervised by applicant or affiliated interest, list name and address of each such company or branch:

Please proceed to next page for dues calculation



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14. Annual Membership Dues

If your annual California gross income** (not adjusted gross) for the prior year is \$4,545,000 or more, you use the formula below. If your annual gross income** is less than \$4,545,000 you pay the minimum of \$1500 plus \$500 if you are an Independent Section Member.

(If annual gross income exceeds \$75,000,000, complete step 1 and proceed to steps 2 and 3, as they apply)

Member fees are based on annual gross income** per \$1,000

- 1) \$0-\$75,000,000.....33 cents ***(Minimum - \$2000 -- Maximum - \$25,000)**
- 2) \$75,000,001.....5 cents
- 3) \$200,000,001.....3 cents

Example: Gross income of \$8,000,000 x 33 cents per \$1000 = \$2,640 in annual dues plus \$500 for Independent Section dues.

****Note: "Gross income" includes all sources of income, with the exception of insurance income.**

For Independent applicants the minimum dues are \$2000 including \$500 for the Independent Section with a maximum of \$5000 plus \$500 for the Independent Section.

Please make One check payable to CFSA

And Mail to: 2718 Wrendale Way, Suite 200, Sacramento, CA 95821

15. Dues to CFSA are not deductible as a charitable contribution but may be deductible as an ordinary and necessary business expense. A portion of the dues, however, is not deductible as an ordinary and necessary business expense to the extent that CFSA engages in lobbying. The nondeductible portion of the dues for 2023 is 88.00%.

(Signature)

Amount Enclosed \$ _____

Please round to nearest whole dollar

(Title)

(Print Name) (Date)