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Financing your future, not your past

Toronto Credit Zone helps secure financing, regardless of credit history

One of the most frustrating parts of purchasing a new car can be securing the necessary financing.

Too often, consumers make all the right steps when it comes to deciding on a new or used car, researching which type of vehicle will suit them best, and locating a reputable dealer, only to have their plans fall apart when it comes time to secure financing.

It happens to hundreds of people across Canada each day. Those most in need of financing are often the ones who find themselves with nowhere to turn after banks have turned them down. It may happen for different reasons: too much debt load, new Canadians with no established credit, or even new graduates looking to climb out from under the weight of student loans.

"We're here to help," says Jorge Solorzano, Financial Manager at Toronto Credit Zone.

Open since last November on the second floor of Scarboro Mazda, Credit Zone helps consumers looking to purchase a vehicle reestablish credit and secure financing, and offers the community more options and choices regarding loans secured with an automotive vehicle.

"A lot of people are over extended, or have a higher debt load than most," says Solorzano, who explains that regular banks sometimes can't help certain applicants with large debt loads, even if they have decent credit ratings.

"Even though the applicant may be able to afford to pay it, most banks don't want to take the extra risks. Credit Zone approves a higher debt load than banks will," he says. "Banks only approve to a certain amount of debt ratio, they also want a certain credit score. We deal with different lenders who approve a higher debt ratio."

Credit Zone offers financing at rates comparable to regular banks, at a success rate of nearly 95 per cent. They finance both new and used cars, in all makes and models.

The company offers consumers two simple options to start the financing process; a five-minute phone call to one of Credit Zone's helpful representatives, or a quick visit to the credit zone website to fill out the online application.

Usually, applicants receive a response within two to three hours. They then arrange a meeting with Solorzano or another helpful member of the Credit Zone team to go over conditions of approval. From that point, it's as simple as picking out a car, or arranging a loan amount that will fit the conditions of approval.

"It simplifies the purchasing process because consumers know what they're working with, and what vehicles they can afford to purchase,"

says Solorzano. "It's kind of like getting a pre approval or a mortgage. It speeds up the process, and eliminates rejection."

Consumers with poor credit ratings will also be pleased to know Credit Zone offers a program that helps rebuild credit in as quick as twelve months, whereas a normal course of action can take as long as seven years.

"It's a friendly environment, we give people all the options we can and let the individual choose the best plan suited for them," says Solorzano. "In every step throughout the process, I ask questions to make sure they fully understand everything."

Credit Zone, open Monday to Friday from 10a.m. to 8p.m. and Saturday from 10a.m. to 4p.m., is located within Scarboro Mazda at 2124 Lawrence Avenue East. For more information, call 1 (888) 850 1034, or visit online at www.torontocreditzone.com

Need Credit Approval?
We'll Fill In The Blank.