

# DealerTrack™ Participating Financing Sources



# eContracting

## Receive Funding Faster – As Fast as the Same Day

Tired of waiting days to receive funding? Tired of trying to close deals with endless faxes, phone calls and overnight packages? With eContracting from DealerTrack, every step of the contract process is faster and more accurate. Contracts are processed electronically, through fully automated, easy-to-use and secure Web-based tools. Because deals are completed in minutes, instead of days, dealerships can:

- Boost profitability and cash flow with same-day funding and eliminate contracts-in-transit
- Improve CSI by increasing efficiency and reducing hassle for customers
- Improve accuracy by eliminating re-contracting due to errors, missing signatures and other common problems
- Save time by eliminating duplicate data entry and automating communications with financing sources
- Save money by eliminating costly overnight packages

eContracting is easy to use and install, with no dedicated terminals or expensive software. And, as part of the integrated DealerTrack™ platform, eContracting links seamlessly with the DealerTrack industry standard F&I Tool Suite. Other features include:

- Pre-filled retail installment contract forms, with direct imports of all the data you need from your ADP or Reynolds and Reynolds systems\*
- Dynamic Data Entry\*, which makes completing the contract easier and more intuitive than ever
- Instant data validation and signature capture, which corrects errors before contracts are submitted
- 24/7 online access to contract and funding status, eliminating time lost looking for paperwork
- Electronic deal validation, so you know deals are “cashable” before the customer signs a contract

The bottom line? With eContracting from DealerTrack, you can receive funds as fast as the same day.

\* where available

“After 14 years in the industry, I can say that eContracting is the first product that I am glad to pay for. The financial rewards have been staggering”

- Vince Cordova  
Byers Mazda  
Subaru, OH

## Have you DealerTracked today?

Find out more about what eContracting can do for you.  
Call 1-877-357-8725 or visit [www.dealertrack.com](http://www.dealertrack.com).



**The most comprehensive desking software available today – updated daily and backed by the industry's premier data guarantee\*.**

With thousands of lease, balloon and retail programs available in the marketplace – and new ones being added every day – comparing all the possible options can be time-consuming and difficult. Not anymore! With LeaseLINK, you can search thousands of financing scenarios in seconds to easily find the deal that's best for the customer and the most profitable for your dealership.

Now featuring finance data – in addition to lease and balloon programs – the fastest, most accurate and cost-effective desking tool on the market just got better.

With LeaseLINK, your dealership can:

- Access current and comprehensive lease, balloon and finance data on new and used cars – updated daily and backed by the industry's only written data guarantee\*
- Search multiple combinations of selling price, advance, payment, gross profit, cash down and out-of-pocket cash – all in just seconds
- Make quick and easy A-B-C comparisons of lease, balloon, and finance deals – and show them to customers on one screen
- Automatically verify deals against exceptions, including maximum advance, dealer adds and mileage
- Support multiple deals simultaneously in either Web-based or networked environments – for one monthly fee

Plus, LeaseLINK offers all rates, residuals and financing parameters and regional programs for terms of 12-72 months. Because it's integrated with the full suite of DealerTrack products, you'll save time by eliminating errors and double data entry. And you can customize quotes and submit credit application data to financing sources without changing systems.

The bottom line? With LeaseLINK, your dealership can find the best deals for you and your customers, meaning more profit for you and more satisfaction for your customers.

\*subject to certain terms and conditions

**Find out more about what LeaseLINK can do for you.  
Arrange a free demonstration, by calling 1-800-546-5720, ext. 1.**

## Have you DealerTracked today?

**“ LeaseLINK quickly paid for itself. In the first week alone, LeaseLINK helped us make an additional \$5,000 in profit on a car that we would have otherwise put through the captive.”**

**- Bernie Moreno  
Herb Chambers  
Companies, MA**

# WebsitePlus

## Get the most qualified customers into your dealership.

If you'd like to get quality leads, drive more value from your website and eliminate unnecessary paperwork, try WebsitePlus from DealerTrack. A simple, easy-to-use and secure tool, WebsitePlus lets visitors to your dealership's website submit credit application data online to you. That means your dealership can:

- Give potential customers a reason to come to your dealership instead of the competition's
- Convert casual website browsers into prospects
- Increase returns on your marketing investment
- Save time by completing the first step of selling before customers visit the showroom
- Focus on selling, instead of typing credit application data
- Enhance customer service by allowing people to "shop" and send information when it's convenient for them, even when your dealership is closed

To submit their credit application data, visitors simply click on a link on your site. When they're done, the data appears in DealerTrack.

WebsitePlus is:

- Easy to set up: as simple as adding a link to your site or email campaigns
- Safe and secure: application data is processed via secure servers backed by encryption technology, helping you satisfy the Federal Trade Commission's Safeguards Rule
- Helpful in facilitating your compliance with other laws and regulations by providing select disclosures to consumers during their submission of data on your website
- Fully integrated with the DealerTrack™ platform and available only to authorized users

The bottom line? WebsitePlus is a powerful, easy-to-use and affordable tool that helps you sell more efficiently.

## Have you DealerTracked today?

Find out more about what WebsitePlus can do for you.

Call 1-877-357-8725 or visit [www.dealertrack.com](http://www.dealertrack.com).

The image displays three overlapping screenshots of the WebsitePlus credit application interface. The top screenshot shows the 'APPLICANT' section with fields for Personal Information (First Name, Last Name, Social Security #, Date of Birth) and Residential Information (Street #, Street Name, Type, Apt. Number, P.O. Box #, Rural Route). The middle screenshot shows the USA Motors, Inc. website navigation menu with a 'Finance' link highlighted and a text overlay: 'please click the "Finance" link application'. The bottom screenshot shows the 'FINANCE REQUEST' section with fields for Vehicle Type, Year, Make, and Model, and options for financing (Loan, Lease, Balloon).

 DealerTrack™

# F&I Tool Suite

## Accelerate the Financing Process – with the Industry Standard

From requesting credit reports, to building and submitting credit application data, to checking on the real-time status of contracts-in-transit, the F&I Tool Suite from DealerTrack makes every step of the automotive financing process faster, easier and more accurate. That's why the DealerTrack™ platform has become the industry standard. The F&I Tool Suite lets your dealership:

- Save time, by eliminating double data entry and pre-filling application screens with data from credit reports
- Close deals faster with credit decisions in seconds
- Build stronger customer relationships by eliminating hassle and paperwork

Using the F&I Tool Suite is as easy as connecting to the Internet. There's no expensive hardware or complex software to install. Other features include:

- DMS Integration, which transfers customer, financial and vehicle information instantly between DealerTrack and your ADP or Reynolds and Reynolds system, as well as integration with other F&I systems like Advent Resources, Inc., and ARKONA™
- Credit reports from ADP's CreditCheck, First American CREDCO's Instant Merge® or Reynolds and Reynolds' CreditMaster® service
- Archived credit inquiries and complete credit files for viewing or downloading
- One-click faxing to non-participating financing sources
- Tracking tools to manage submitted applications and contracts-in-transit

The bottom line? DealerTrack's F&I Tool Suite can supercharge your F&I business by automating and accelerating every step of the financing process.

"DealerTrack has changed the way we do business. We process applications faster and more consistently. Working with lenders has never been easier."

- Kendall Berg  
Jordan Toyota, IN

 DealerTrack™

Find out more about what the F&I Tool Suite can do for you.  
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## Have you DealerTracked today?



# Activity Reports

## Make Better Decisions – with Better Information and Insight

Do you have easy access to all the information you need to manage your dealership for maximum profitability? Activity Reports from DealerTrack™ provide timely data on your dealership's performance right on your desktop. With Activity Reports, your dealership can:

- Drive more value from relationships with financing sources
- Increase understanding of customer segments
- More efficiently manage employee resources
- Easily monitor applications and contracts-in-transit

Specifically, Activity Reports provide at-a-glance views and reports of:

- Lender Activity: summary of applications and contracts-in transit from electronically connected financing sources
- Credit Bureau Activity: credit reports requested through DealerTrack can be sorted by credit bureau provider and/or credit score
- User Activity: applications submitted, credit reports pulled and other activities by individual dealership user

The bottom line? Activity Reports give you the information you need to manage your dealership more effectively.

## Have you DealerTracked today?

Find out more about what Activity Reports can do for you.  
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DealerTrack™

Applications & Contracts | Reports | Rates & Programs | Payout Quotes | Payment Track | Administration | Reference | Vault

Dealer Activity | Dealer Reserve | Prospect Report | Business Reports

Dealer Activity Reports

Lender Activity | Credit Bureau Activity | User Activity

Display

Month: February 2004 To Date

Activity By Lender (based on applications submitted through Dealer Track for electronic Lenders) Status Descriptions

Lender	APPLICATIONS							CONTRACTS				
	Submitted	Pending	Approved	Counter	Declined	Misc	eContract Prepare	Docs Filed	Pending	Booked	Funded	Cancel
Lender A	20	2	8	5	5	0	2	12	0	12	12	0
Lender B	30	1	9	5	15	0	1	10	0	5	5	0
Lender C	20	0	20	0	0	0	N/A	N/A	0	N/A	N/A	0
Lender D	40	0	10	20	10	0	0	4	0	7	1	0
Lender E	50	0	20	10	20	0	N/A	N/A	0	N/A	N/A	0
<b>Total</b>	<b>160</b>	<b>3</b>	<b>67</b>	<b>40</b>	<b>50</b>	<b>0</b>	<b>3</b>	<b>26</b>	<b>0</b>	<b>24</b>	<b>18</b>	<b>0</b>

Printable Format | Download To Spreadsheet

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Credit Bureau Activity by Provider

Credit Bureau Score	Equifax	Experian	TransUnion	Total
< 519	1	7	1	9
519-619	2	6	1	9
620-639	3	5	1	9
640-679	4	4	1	9
680-699	5	3	2	10
700+	6	2	1	9
<b>Total</b>	<b>21</b>	<b>27</b>	<b>7</b>	<b>55</b>

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User Activity By Lender

User ID	Status	DOB	Last Login Date	App Submitted	Program Override	Additional Products			
						Bureau Pull	eContract Submit	Payment Track Quote	DMV Import/Export
Jordh	A	Y	15/02/2003 01:00:00PM	10	6	13	1	0	20
John	A	N	15/01/2003 01:36:00PM	1	0	2	0	3	1
Mohamed	C	N	Never	0	0	0	0	0	13
Edwards	A	N	15/02/2003 11:00:00PM	2	0	20	0	0	0
Emerson	A	N	15/01/2003 01:00:00PM	0	0	3	0	0	2
Rebder	L	Y	15/01/2003 04:00:00PM	0	0	0	0	0	1
Inferno	A	N	15/01/2003 04:00:00PM	12	0	10	0	0	32

Show Users

