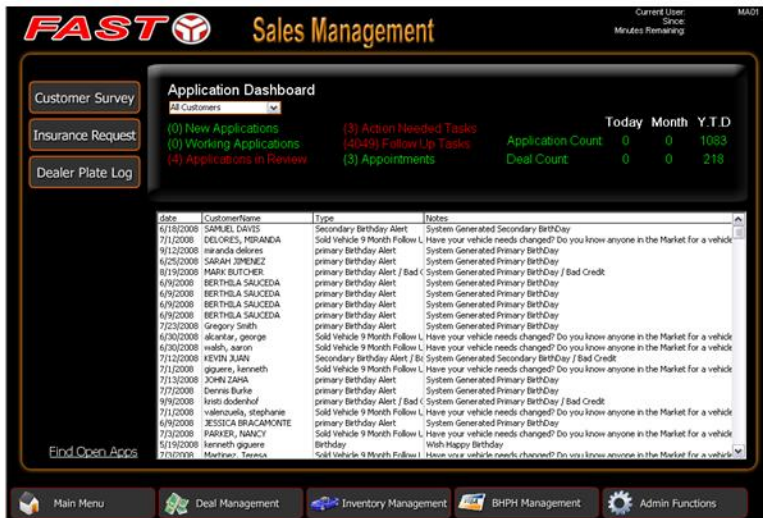


Sales Management

In Sales Management the dashboard is used to manage the flow of customer surveys. Each survey has a status that changes throughout the process. From the dashboard, users can work on



customer follow ups, open or start surveys, create insurance requests that are sent to an agent of the Dealers choice, log test drives in the dealer plate log and much more. Sales management logs application and deal count numbers for the day, month and year. All numbers on the dashboard are linked to the information behind it. Information can be broken down by company wide or an individual employees surveys.

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Other Features:

- ◆ Bar Coded Process
- ◆ Electronic Customer Application
- ◆ Custom Follow Up Routines
- ◆ Electronic Insurance Request
- ◆ Bar Coded Dealer Plate Log
- ◆ Track Customer References
- ◆ Track Employment Information
- ◆ Internal Application Notes
- ◆ Credit Reports from Experian, Transunion, and Equifax



Sales Management

BARCODING PROCESS

The unique process of adding a barcode to the customer survey has many advantages. When the survey is printed FAST checks the current employee permissions and determines how much information is going to be printed. The survey can be printed with minimum amount of information, displaying only the barcode, customers name, and a disclosure for the customer to sign for authorization to pull credit. With customer privacy laws this is a great tool to protect customers information and the dealer. The barcode on the survey and application can be scanned for the dealer plate log, sales management and deal management. When scanned in deal management the survey/application can be opened or tied to a working deal.

ELECTRONIC CUSTOMER APPLICATION

The customer Application/Survey is a unique tool to collect your customers information. The application collects all the information that would be found on a standard credit application. Here it is split in to tabs such as customer information, address, employment, trade, references, additional notes, follow up, and credit reports.

CUSTOM FOLLOW UP ROUTINES

FAST has the ability to create a custom follow up routine for every customer application. There are three routines pre-built in the system or user can build a custom routine to their needs.

ELECTRONIC INSURANCE REQUESTS

The Insurance request button allows users to submit customer and vehicle information to one or a group of insurance agents. The request can be submitted to a cell phone or email address. The dealer can change the agents information at any time.

Sales Management

BARCODED DEALER PLATE LOG

The Dealer Plate Log allows for users to scan the dealer plate, customer survey and the key tag for quick entry of information into the log. Dealer plate logs are mandatory reports for the MVD and can result in large fines if not in compliance.

TRACK CUSTOMER REFERENCES

FAST allows users to track up to 6 references for every application/survey. The application can track customer name, relationship, and phone number.

TRACK EMPLOYMENT INFORMATION

The application can track both the primary and secondary applicants employment, as well as previous employment. FAST will also allow a user to enter hourly wage, yearly salary, monthly salary and year to date figures with most recent date paid on a pay stub to calculate income. With the system calculating income there are fewer mistakes on applications making the funding process as smooth as possible.

INTERNAL APPLICATION NOTES

FAST allows for users to enter notes on a customer application. FAST also creates system notes logging user information when key events are triggered in the system

CREDIT REPORTS FROM EXPERIAN, TRANSUNION, AND EQUIFAX

FAST is able to pull credit through Experian, Transunion, and Equifax. The credit score for the applicant is stored directly on the customer application. The reports are formatted to match the same layout used by Credit Union Direct Lending. When a report is pulled it is archived on the application so that it can be viewed at a later time with no additional charge.