

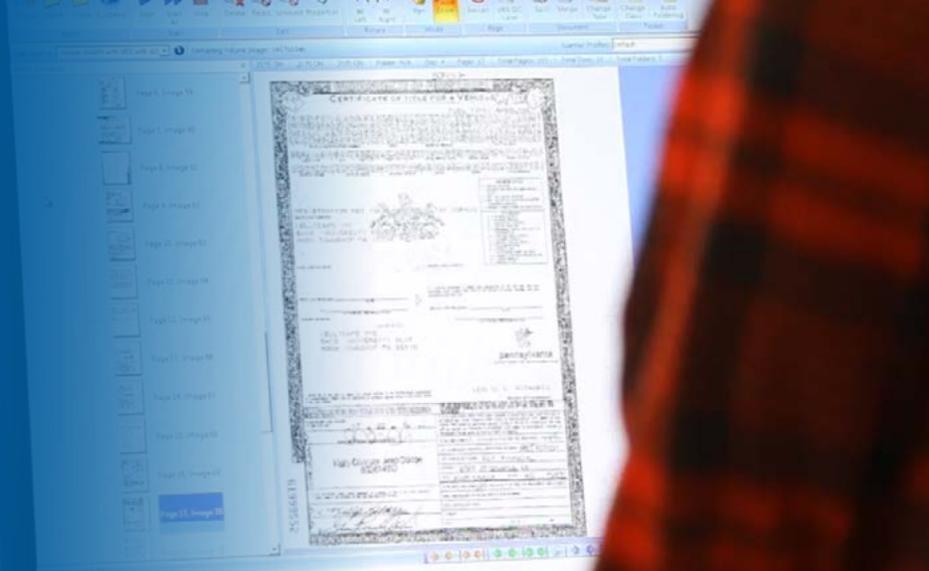


ACCELERATED TITLE QUICK START GUIDE



Dealertrack 
TECHNOLOGY THAT DRIVES YOU.

5 EASY STEPS



This guide provides steps to take full advantage of Accelerated Title — with the goal of saving your dealership time, while driving profits.

After adding this solution into your standard processing best practices, you will be able to achieve these key benefits of efficiency.

- Expedited trade-in title release
- Faster remarketing your newly acquired inventory
- Reduced vehicle holding costs

Accelerated Title streamlines the payoff and title release process from weeks to days.* The ability to get titles in hand faster allows you to turn inventory faster.

Now let's get started!

*Based on average industry time-frame for vehicle title release and vehicle payoff process of 18+ days, as determined by Dealertrack data.

STEP 1: SELECT PAYOFF QUOTE

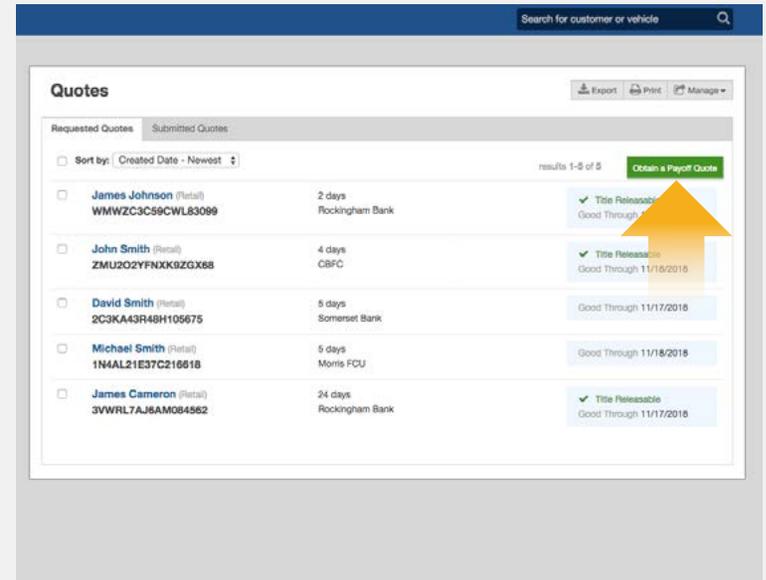
A | LOG IN TO DEALERTRACK



The screenshot shows the Dealertrack web application interface. The top navigation bar includes tabs for 'Apps & Contracts', 'Reports', 'Lenders', 'Inventory', 'eMenu', 'Aftermarket', 'SalesMaker', and 'Leads'. Below this, a secondary navigation bar contains 'Documents and Forms', 'Obtain a Payoff Quote', 'Rates and Programs', and 'Lender Search'. Two orange arrows point from the 'Lenders' tab to the 'Obtain a Payoff Quote' and 'Rates and Programs' links. The main content area features a 'Dealertrack Learning Hub' banner with the text: 'Free, Online Webinar Training Available for All Dealertrack Dealers. Join us for our next Registration and Titling Solutions webinar on the California OLRS®. Visit the Learning Hub page and Register today >'. At the bottom, it says 'FREE online training giving you tips & tricks to stay on top of your game. Register today.'

Once logged in, select the **Lenders** tab and then click **Obtain a Payoff Quote** located underneath.

B | OBTAIN A QUOTE



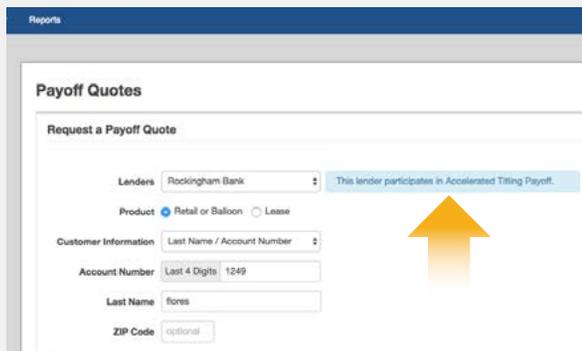
The screenshot shows the Dealertrack 'Quotes' page. At the top right, there is a search bar labeled 'Search for customer or vehicle'. Below the search bar, there are tabs for 'Requested Quotes' and 'Submitted Quotes'. A 'Sort by' dropdown is set to 'Created Date - Newest'. The page displays a list of 5 quotes, with 'results 1-5 of 5' and an 'Obtain a Payoff Quote' button. An orange arrow points to this button. The quotes are as follows:

Customer Name (Retail)	Created Date	Bank	Status
James Johnson WMWZC3C59CWL83089	2 days	Rockingham Bank	✓ Title Released Good Through
John Smith (Retail) ZMU202YFNKX9ZGX68	4 days	CBFC	✓ Title Released Good Through 11/16/2016
David Smith (Retail) 2C3KA43R48H105675	5 days	Somerset Bank	Good Through 11/17/2016
Michael Smith (Retail) 1N4AL21E37C216618	5 days	Montis FCU	Good Through 11/16/2016
James Cameron (Retail) 3VWRL7AJ6AM084562	24 days	Rockingham Bank	✓ Title Released Good Through 11/17/2016

On the Quotes page, start a new quote request by clicking the **Obtain a Payoff Quote** button. Alternatively, you can search for a saved Payoff Quote by customer name or VIN.

STEP 2: REQUEST CUSTOMER QUOTE

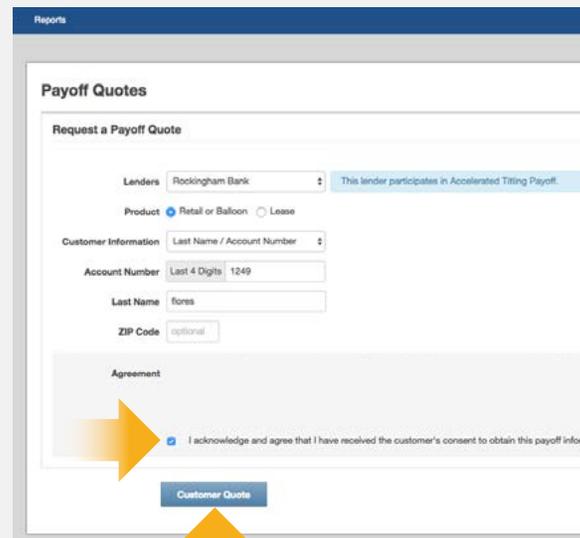
A | CONFIRM LENDER PARTICIPATION



The screenshot shows the 'Request a Payoff Quote' form. The 'Lenders' dropdown is set to 'Rockingham Bank'. A blue bar next to the lender name indicates participation in Accelerated Title Payoff. The 'Product' is set to 'Retail or Balloon'. The 'Customer Information' section includes fields for 'Last Name / Account Number', 'Account Number' (Last 4 Digits: 1249), 'Last Name' (flore), and 'ZIP Code' (optional). An orange arrow points to the blue bar.

Confirm the lender is active on Accelerated Title. This is indicated by a blue bar that appears next to the lender name.

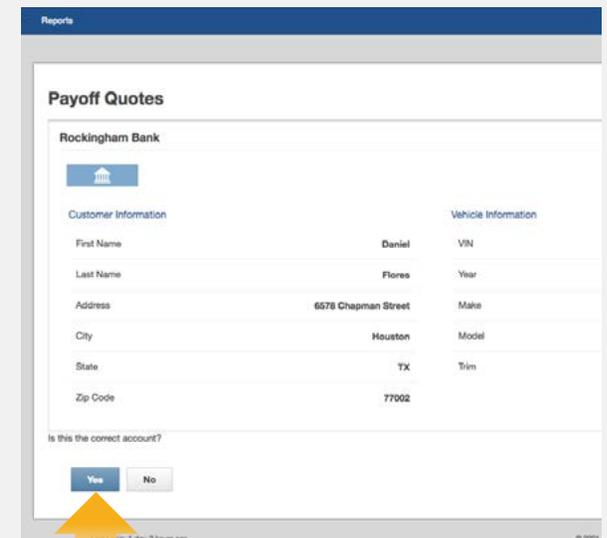
B | ENTER CUSTOMER INFORMATION



The screenshot shows the 'Request a Payoff Quote' form with the 'Customer Information' fields filled out. Below the form is an 'Agreement' section with a checked checkbox and the text 'I acknowledge and agree that I have received the customer's consent to obtain this payoff information'. A blue 'Customer Quote' button is at the bottom. An orange arrow points to the 'Customer Quote' button.

Next, enter the two customer information fields, read the agreement section, and check the acknowledgement box. Select the **Customer Quote** button to submit the request.

C | REVIEW CUSTOMER DETAILS



The screenshot shows the 'Review Customer Details' form for Rockingham Bank. It displays customer information and vehicle information. The customer information includes: First Name (Daniel), Last Name (Flores), Address (6578 Chapman Street), City (Houston), State (TX), and Zip Code (77002). The vehicle information includes: VIN, Year, Make, Model, and Trim. A question 'Is this the correct account?' is asked, with 'Yes' and 'No' buttons. An orange arrow points to the 'Yes' button.

Review the resulting customer details in the lender record and confirm a positive match by selecting **Yes**.

STEP 3: REVIEW QUOTE

Review the **Payoff Quotes** summary screen including title, customer, payment, and shipping information.

A | VIEW TITLE DETAILS

The title information features a link to a PDF file that includes both sides of the paper title for review. If the title is electronic, details appear in a MS Word doc file.

B | CHECK CUSTOMER INFORMATION

The customer information associated with the quote is confirmed here.

C | ACCURATE PAYOFF AMOUNT

Payment information indicates the payoff amount based on the current date. The payoff amount will automatically update upon selecting a new date. The quote can be saved up for to 60 days.

D | SHIPPING INFORMATION

Confirm the dealer ship-to address for title delivery here.



Payoff Quotes

Rockingham Bank

✓ Title Releasable

A

Details Payoff Instructions

Title Information

VIN	3B83EZF0H8LPTW
Year	2012
Make	Chevy
Model	Equinox
Lien Holder	Rockingham Bank
Account Number	1249
Title Format	Paper

[View Title Image](#)

Customer Information

B

Borrower	
First Name	Daniel
Last Name	Flores
Address	6578 Chapman Street
City	Houston
State	TX
Zip Code	77002

Co-Borrower

First Name	--
Last Name	--
Address	--
City	--
State	--
Zip Code	--

Payment Information

C

Product	Retail
Net Payoff Amount	\$8,432.00
Good Until Date	11/21/2018
Maturity Date	11/14/2020
Term in Months	60
Months Left	24
Next Payment Date	11/28/2018
Monthly Payment	\$350.00
Dollar Day Rate	11.667
Transaction Fee	\$24.99
Estimated Tax	\$1.67
Total Due	\$8,458.66
Original Quote	View Quote
Change Payoff Date	11/15/2018

Shipping Information

D

Dealer Name	Fairfax Dealership
Dealer Contact	Mark Clatterback
Shipping Address	9750 Goethe Road Sacramento, CA 95827
Phone Number	(972) 731-3000

Documents

Notes

Dealership use only; not used by Dealertrack

[Add a Note](#)

[Payoff](#) [Save](#)



STEP 4: SUBMIT PAYMENT

A | CLICK TO SUBMIT

City **Houston**

State **TX**

Zip Code **77002**

Shipping information

Dealer Name

Dealer Contact

Shipping Address

Phone Number

Co-Borrower

First Name —

Last Name —

Address —

City —

State —

Zip Code —

Documents

Payoff Save

Confirm data on the Payoff Quote summary screen and select the **Payoff** button to proceed to payment.*

B | CONFIRMATION SCREEN

Payoff Quotes

Rockingham Bank

Pay to	Rockingham Bank
Payoff Amount	\$8,432.09
Transaction Fee	\$24.99
Tax Amount	\$1.87
Total Due	\$8,459.95

By clicking "Submit" you give Dealertrack, Inc. (and/or its agents) permission to debit your account for the amount indicated on or after today's date. This is permission for a single transaction only, including pay off amount, fees and taxes as noted above, and does not provide authorization for any additional unplanned debits or credits to your account. You understand that because this is an electronic transaction these funds may be withdrawn from your account as soon as today. In the case of payment being rejected for Non-Sufficient Funds (NSF) you agree to an additional charge in accordance with your contract for Dealertrack Accelerated Title ("The Contract"), which will be initiated as a separate transaction from the authorized payment, and you understand that Dealertrack (and/or its agents) may use its discretion attempt to process the charge again within 30 days, and agree to an additional charge for each attempt returned NSF. You acknowledge that the origination of ACH transactions in your account must comply with applicable law. You will not dispute Dealertrack's charges with your bank as long as the charges comply with the terms indicated in the Contract. You understand that for any items that are disputed there may be a fee assessed in accordance with the Contract.

Submit Cancel

Selecting **Submit** completes the transaction and payment is sent to the lender via ACH transfer.

*Note: the **Payoff** button is available only to those solution users pre-selected by the dealership's DIO.

STEP 5: RECEIVE TITLE

A | FASTER TITLE TURN



Once payment is received, title is released the same day to the dealer address indicated within the shipping information on the Payoff Quote summary screen. The whole process typically takes a few days to complete, allowing the dealer to remarket the trade-in vehicle as fast as the same week.

Dealertrack Customer Service

877.357.8725

M-F: 8:00am – 8:00pm ET

Sat: 9:00am – 6:00pm ET

www.dealertrack.com

INNOVATION THROUGH INTEGRATION

Dealertrack provides industry-leading software solutions that give dealerships and lenders the confidence to thrive in an ever-changing automotive market. The company's integrated suite of powerful but easy-to-use products helps dealerships and their lending partners grow by increasing efficiency and improving decision-making. Dealertrack is part of the Cox Automotive family, a company that is transforming the way the world buys, sells, owns and uses cars. Dealertrack — along with its unmatched network of dealership and lending partners — is improving the car buying experience by embracing the technologies that will shape the future of automotive retail.

Dealertrack, Inc.

3400 New Hyde Park Road
North Hills, New York 11042

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