TOPICS

(To go to the location in the document, click on the topic)

Signing-In Security Main Screen Creating a Quote Finalizing and Printing a Contract Pop-Up Blockers Voiding a Contract Editing a Contract Editing a Contract Searching for a Contract GAP Contracts Paying Elite for Contracts Finding Your Monthly Bill Settings

SIGNING IN

Enter your email address and password. Click the "Remember Me" box, and log in. Your browser should ask you if you want to save the password – if you do save it, the next time you log in, both user ID and password should be pre-filled.

T State Alak Out of Buying a Unit	
Log In	User ID (Email): Password: Remember me next time.
	Forgot your password? Log In

If you forget your password, click "<u>Forgot your password?</u>" and the system will send an email to the address in your User ID with a temporary password. You will be prompted to reset your password which must be at least *8 characters long with at least 1 number*.

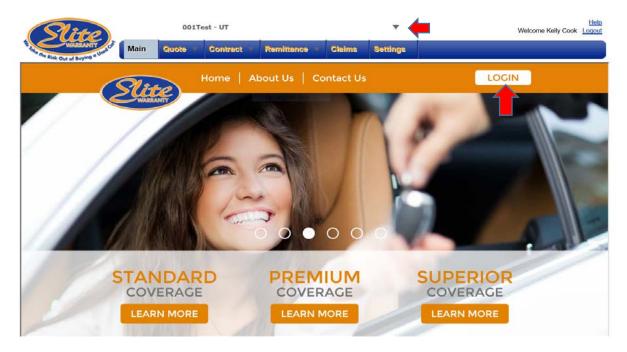
SECURITY

When Users need to be added or removed, go the Elite Website (you can sign in from the "Main Screen") and fill out a new Dealer Setup form and submit it to Elite using the "Submit" button.

Also, remember to change the password when an associate who has used a group password leaves. Otherwise they could continue to access your DAP.

MAIN SCREEN

Welcome to the new Main Screen. Your dealership name should appear at the top of the screen. If you have multiple locations you can select other locations using the drop-down arrow. You can also log in to the Elite Website right from the "Main" tab if you need to obtain forms or search historical contract information.



CREATING A VSC QUOTE

Select the "Quote" tab at the top of the screen and just enter the VIN and Odometer and the warranty line will populate with information.

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Plan Purchase Date	F&I Manager/Sale	s Associate			
08/01/2016	Kelly Cook				
m Customer		The American Street Street			
# Vehicle					
VIN	Odometer Mfg.	Warr. Start Date Veh. Purcl	hase Price Veh. Purch	ase Date	
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Select a plan, term, deductible (if applicable), and options. Click the right facing arrow next to the "Retail" box to see your cost. Enter the amount you want to charge in the "Retail" box, and either save the quote or hit "<u>Submit</u>" to finalize and print the contract. You can also preview the contract by clicking the icon to the right of the "Submit" – a draft of the contract will appear for proofing.

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And the Risk Out of Buying a Used	Vain Quote 🔻 Contract	Remittance 🐨 Clai	ms Settings	
Quote				
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08/01/2016	Kelly Cook	W		
n Gustomer	1010/0311			
Vehicle (2015/HYUNDAI/VE	LOSTER)	A Reidergiller billet		
VIN	dometer Mfg. Warr. Start Date	Veh. Purchase Price Veh	. Purchase Date	
KMHTC6AD5FU243664 1	7,500			
Attributes (2015/HYUNDAIA	ELOSTER/Car Non-Luxury Sport/4 Cy	yl/Front Wheel Drive/Gas)		
Stock # Base Warranty	Powertrain Warranty			
60 / 60,000	120 / 100.000			
= Loan/Lease	1207 100,000			
Deal Type Term Finan	ce Amt MSRP APR	R Monthly Pmt 1 st P	Pmt Date Balloon Amt Residual Amt	Acct. #
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# Lienholder	Sant Sant	inter and		20021
= Products				
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Program	Type Plan 1	Term Deductible	Remit Retail (excl.taxes)	
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			\$909.00 \$1,200.00 ¥	
			Save Quote Print Quote	Close Cancel Change

FINALIZING AND PRINTING A CONTRACT

Once you hit <u>Submit</u>, the System will require you to enter the customer data. [To save time, Customer information isn't required to do a quote in case the customer decides not to purche the contract]. Please fill the Customer information in completely.

WARDANTY		Name of Concession, Name	Income	10000		2000			
Ik Out of Buying a Used C	Main Quote	Contract	Remittance	Clair	ms St	ntings			
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irchase Date	F&I Manager/Sale	s Associate							
016	Kelly Cook		Ŧ						
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ime N	11	Last Name	Ti	tle					
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s A	ddress 2	City	St	tate	ZIP	Primary P	Phone	Secondary Phone	
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6AD5FU243664 utes (2015/HYUNDAI	Colometer 17,500 WELOSTE	a de la constante de la constan		ж					

Once the customer information has been entered, hit <u>Submit</u> again and the contract screen will come up you can print the contract for signature. Make sure the customer gets a signied copy of the contract.

POP-UP BLOCKERS

To view or print a contract, you must enable pop-ups. If you have a pop-up blocker enabled in your browser, the first time you try to view a contract a warning should appear. You should be able to allow pop-ups for all sites or just this one. Choose which option you want – this is a one time issue.

VOIDING A CONTRACT

Contracts may need to be voided when a deal falls through due to lack of financing approval or other reasons. A contract may only be voided PRIOR TO DOING A REMITTANCE ADVICE (Invoice). Once a Remittance Advice has been generated, the system will not allow a contract to be voided. Void Contracts remain in the system with a void status.

To void a contract, find the pending contract in either the Quote Search or Contract Search screen, click on the blue reference number and when the contract is displayed click the "Void"

link next to the contract. A message will appear asking if you really want to void it – continue or not as appropriate.

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Quote													
Plan Pu	rchase Date	F&I Mar	nager/Sales	Associate									
08/10/20	16	Dealer T	est		T								
🗉 Custor	mer (TAYLOR, CA	DEN)			Kectangular	Ship							
First Na	me l	MI		Last Name		Title							
CADEN				TAYLOR			Ŧ						
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Email		Alternate C	ontact	Language									
				English 🔻									
🗉 Vehicl	e (2005/ACURA/M	IDX TOURIN	(6)										
VIN		Odomete	er Mfg. V	/arr. Start Date	Veh. Purch	ase Price	Veh	n. Purch	nase Date)			
2HNYD1	8865H529246	25,000											
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VSC	Elite Warranty V	sc		Standard Day 1 Pl	us	60/100.	000	\$(9.50 000000098ST	Void	人

EDITING A CONTRACT

Once a contract has been submitted, certain customer and lienholder information can still be edited before a Remittance Advice (Invoice) has been created. If this needs to be done, select the pending contract in the Quote or Contract Search screen and select "Edit Contract" at the bottom of the screen. After making changes, you should click on "Regenerate Contract" to print an updated contract with the corrected information on it.

Slif	-0		0011	est - UT			*		Welcome Kelly	Help Cook Logout
B Toke the Risk Out of Buyin	MTY doa'	Main	Quote 🔻	Contract 🔻	Remittance 🔻	Claims	Reports	Settings		
General Informati	ion								Bi	ick to Quote
Purchase Date Mfg. Warr. Start Seller: F&I Manager/Sal Associate: Stock #: Lienholder:	Date: les	08/10/2016 UT Dealer Test <u>Quote</u> Edit Lienhold		Customer Na Address: Primary Ph.: Secondary P Email: Language: Alt. Contact:	FDFS FDS, (801)	UT 84097		icle: Odometer: . Purchase Date	2HNYD18865H529246 2005 ACURA MDX TOU 25,000 e:	Attributes
Service Cont		00000985T)	r enaing -	Edit Customer		Dadi (0	Dete	:!/	¢0.000.50 =	
Plan Name: Sta	e Warrar andard Da Condition bo <u>ents</u>	ay 1 Plus	P	Payment Option	Miles: 100,000 : Single Pay 08/10/2016 - 08/1 25,000 - 125,000		Reta	il (excl. taxes):	\$2,269.50 ▼	
Copy of Contrac	<u>:t</u>					Re-gen	erate Contra	ct Cancella	tion Quote Void C	Contract

SEARCHING FOR A CONTRACT

Both contracts and quotes remain in the Quote Search screen for 60 days. You may search in either screen using a variety of criteria. In the Contract Seach screen you may also search by contract status. There is a legend at the bottom that explains each contract's status.

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WAUGANITY	Main Quote +	Contract 🔻 Re	mittance 🔻 Claims	Reports	Settings	
Filters						
To search for contracts	sold outside this dealership	o please use Contract	# or VIN #.			
Search By:	Status	▼ ALL Rectand	aular Snip	Search Advance	ed Search	
Sale Date	06/28/2016	To: 07/11/2016				
Payment Plan Provide	r Any	¥				
Contract List	Click Search button to refr	esh search results.				
				<< Pr	ev Page 1 🗸 of 1 Nex	t >> Records Per Page: 50
Void Customer 1	VIN	Purchase Date	Product Contract #	Term*	Retail Ed	it Payment Plan Provider
Atwood, Bryce	19XFB2F87CE389146	07/08/2016	VSC (A) 00000004	<u>7ST</u> 60/100	\$1,049.00	
Atwood, Bryce	19XFB2F87CE389146	07/08/2016	GAP 👿 <u>00000004</u>	6GAP 60	\$300.00	
Bastian, Sid	19XFB2F87CE389146	07/06/2016	VSC 💧 0000000	60/100	\$15,000.00	
Buns, Hotdog	KMHTC6AD5FU243664	07/06/2016	VSC (A) 00000004	<u>3ST</u> 60/100	\$1,584.00	
Ccu, Uccu	1VWBP7A32CC106729	07/06/2016	VSC (A) 00000004	4 <u>ST</u> 60/100	\$2,004.00	
Fudd, Elmer	1D4HB58D05F594565	07/11/2016	GAP 🕫 00000004	8GAP 60	\$300.00	
Fudd, Elmer	1D4HB58D05F594565	07/11/2016	VSC (A) 00000004	<u>9ST</u> 60/100	\$1,895.00	
Howard, Russ	19XFB2F87CE389146	07/07/2016	VSC (A) 00000004	48/75	\$1,200.00	
Spencer, Eral	1C4PJLCB4FW683191	06/29/2016	VSC 👿 <u>0000000</u> 4	2 <u>ST</u> 60/100	\$1,274.00	
Tom, Uncle	19XFB2F87CE389146	06/28/2016	VSC 🖲 <u>000000</u> 4	60/100	\$1,084.00	
Tom, Uncle	19XFB2F87CE389146	06/28/2016	GAP 🖲 0000004	1 <u>GAP</u> 60	\$300.00	
				<< Pr	ev Page 1 🗸 of 1 Nex	kt >> Records Per Page: 50
Status: 🕑 - Pending 🔒 -	Pending-Billed 🖲 - Active 💟	- Void C - Cancelled E	- Expired [®] - Rejected		Clear Selected	Void Selected

GAP CONTRACTS

If you have submitted a completed Profile Form, you may sell a GAP policy. Fill in the first 4 boxes of the "Loan/Lease" section of the Quote screen. The GAP term will default to the loan term, but you may select a shorter term if you wish. You can can enter the retail price you want to charge and see your cost by clicking the arrow above or beside the "Retail" box.

Slite	c	001Test - UT					٣		Welcome Kelly Coo	Help k Logout
B AND Risk Out of Buying o Uned	Main Quote	Contract	Remitte	nce 🔻	Cli	aime	Settings			
Quote										
Plan Purchase Date	F&I Manager/Sa	ales Associate								
08/01/2016	Kelly Cook		Ŧ							
E Customer (Butterwork	in, Mirs)									
First Name	MI	Last Name	and the state	Title						
Mrs		Butterworth		1	Ŧ					
Address	Address 2	City		State		ZIP	Prim	ary Phone	Secondary Phone	
Local Grocery		Springville		UT	Ŧ	84663	(801)123-4567		
Email	Alternate Contact	Language English T		e, barrai		. Sometical principal position				
= Vehicle (2015/HYUND	AIVELOSTER)	, and a								
VIN	Odometer Mfg	g. Warr. Start Date	Veh. Purch	hase Price	e Ve	h. Purc	hase Date			
KMHTC6AD5FU243664	17,500	-			-					
Attributes (2015/HYUN	IDAI/VELOSTER/Car N	Ion-Luxury Sport/4 Cy	//Front Whee	el Drive/Ga	is)					
Stock #asen 0 / 6(0 = Loan/Leas	ranty Portrain V 12000,000	2,202,0,202								
	Finance AN MS	RP APR	Monthl	y Pmt	1 st	Pmt Da	te Balloo	n Amt Resid	dual Amt Acct. #	
Loan 🔻 48		0,000.00								
a Lienholder										
E Products										
Load Template	¥	Clear Template				-				
Program	Type Plan	Te	rm	Deductibl	le 🕨	Retail	l (excl.taxes)			
GAP 🛐 Nation Safe Drive	r (▼ GAP	▼ 48	months 🔻				\$150.00	v	Submit 📄 🖬 🗙	

PAYING ELITE FOR YOUR CONTRACTS

When you are ready to pay Elite Warranty for your contracts, go to the "Remittance" tab, select the warranties you want to pay for, and print the Invoice. You must invoice GAP separately from Vehicle Service Contracts. When you have selected the contracts you want to pay, click on the "Submit" button at the lower left. A warning will appear saying you cannot edit a contract once you include it on a Remittance Advice. You may also preview the invoice before printing it by clicking on the red icon at the lower left of the screen.

Create Rem Product:	ittance VSC GAP	Program: ALL	T			Due From	<u>C</u>	Contract Count	<u>Remit</u>	<u>Due</u> \$0.00
ienholder:	ANY	Plan PurchaseALL I Date:			=					\$0.00
Include Th	is Page Exclude	e This Page Include All Pa	ges <u>Exclude A</u>	II Pages						
ontracts Include	Customer	VIN	Purchase Date	Contract #	Plan Descriptio	n Term	Deductible	Lienholder	Total Contract Due	Due From
	TAYLOR, CADEN	2HNYD18865H529246	08/10/2016	<u>000000098ST</u>	Standard Day 1 Plus	60/100K	\$0		\$1,434.00	Seller- 001Test
	Guy, Big	3N1AB6AP1CL662953	08/09/2016	<u>000000097SU</u>	Superior	60/100K	\$100		\$875.00	Seller- 001Test
	Duck, Donald	KMHTC6AD5FU243664	08/07/2016	00000090ST	Standard Day 1	60/100K	\$0	Terry Finance	\$559.00	Seller- 001Test
	Bastian, Sid	KL1TD66E59B350899	08/04/2016	00000082PR	Premium Plus	48/60K	\$0		\$1,275.00	Seller- 001Test
	Cor, Brad	19UUA66276A063966	08/04/2016	00000088ST	Standard Day 1 Plus	36/50K	\$0	Kelly's CU	\$1,009.00	Seller- 001Test
	Duck, Daffy	1GKFK16Z84J317819	08/02/2016	000000092ST	Standard Day 1	60/100K	\$0	Bugs Bunny CU	\$689.00	Seller- 001Test
	Fudd, Elmer	1GKFK16Z84J317819	04/05/2016	00000093ST	Standard Day 1	60/100K	\$0	Bugs Bunny CU	\$689.00	Seller- 001Test
						<< Pre	v Page 1 🗸] of 1 Next >>	Records Per Pa	ge: 100 🕚
Preview	Remittance 💌 D	Download All to Spreadsheet							Save	Submit

FINDING YOUR MONTHLY BILL

At the end of each month a billing statement will be available for you to view. A "Reports" tab will appear on the DAP when the monthly statement is ready. Click the "Reports" tab and select the report to see upaid contracts, any overpayments, short pays etc.

SETTINGS

Under the "Settings" tab you can set mark-ups, establish commonly used lenders, enter the names of sales persons that will appear with the contract information for later reference.

Markup

You can set Base Markup as a fixed amount that will be added to the cost and the total amount will appear in the "Retail" box when you quote a contract. You can also set a % mark-up and have the system add either the lesser or greater markup. You can also make exceptions to the standard markup by selecting the "Exceptions" icon at the right of the base markup line and vary the markup by product.

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to Take the Rig	WARSANTY With With	n Quote 🔻	Contract 🔻	Remittance 🔹	Claims	Settings		
E Base						4		
VSC	Add \$ 100.00	OR %	Whichev	ver is Greater 🗸	Exceptions		1	
GAP	Add \$	OR %	Whichev	ver is Greater 🗸	Exceptions			
							Save	Cancel Changes
🗏 F&I M	larkup							
VSC	Add \$	OR %	Whichev	er is Greater 🗸	Exceptions			
GAP	Add \$	OR %	Whichev	ver is Greater 🗸	Exceptions			

Base Markup VSC Exception	s (Default: Add	\$100 or 0.00% whichever is gr	reater)		Welcome Kelly Cook
Program	Plan Type	Plan		Ba	ise Markup
Elite Warranty VSC	Used	Premium	Add \$ 200.00	OR % 🧹	Whichever is Greater 🗸
Elite Warranty VSC	Used	Premium Plus	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard Day 1 _{Rectangular Snip}	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard Day 1 Plus	Add \$ 50.00	0R % 🗲	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard Diesel	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard Diesel Plus	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Standard Plus	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Superior	Add \$	OR %	Whichever is Greater 🗸
Elite Warranty VSC	Used	Superior Wrap	Add \$	OR %	Whichever is Greater V
					Cancel Changes 0

Leinholders and Sales Associates

You can also add Lienholders that you frequently use – they will be available to select in the Quote Screen when you create a contract.

Sales Associates can also be added and selected in the Quote Screen so that they will be associated with the contracts. This is especially useful when you have several people that sign onto the Dealer Access Portal using the same User ID. They can then put their names in the list and you don't have to set up a new user when someone leaves. (You should change the password though).

Lienholder Name ↓	Address	City	State ZIP	Phone	Status	
Elite Bank	PO 404	Springville	UT 894 663		Unverified	\sim \times
Add						
🗉 Sale Authority						
■ Date Range :(01	∠016 to Current)					
E F&I Manager/Sales Asso						
E Foil Managen Sales ASSO	CIERCS					
Active	First Name		Last Name		Edit	
✓ Elite		Agent			N	
✓ Test		Dealer			N	