

# Fast and Integrated Financing

# POWER

U.S.

Sales and F&amp;I Solutions

## Ask Yourself...

- ? How much time do I waste reentering customer information in the F&I office?
- ? How many times have data errors delayed completing a deal?
- ? How is my CSI impacted when customers spend unnecessary time in the F&I office?
- ? How can I streamline the F&I process so my advisors have more time to sell?

***The longer your F&I process takes, the lower your CSI rating will probably be.<sup>1</sup>***

## Expect Results

- Save time by eliminating duplicate data entry.
- Improve data accuracy by transferring customer data directly from POWER to RouteOne.
- Increase CSI by accelerating the financing process for customers.
- Better manage your business and identify opportunities with a variety of reports.

<sup>1</sup> Kelly Enterprises, 12 Steps to F&I Succe\$\$, 2010

<sup>2</sup> F&I Magazine, 2009 F&I Statistics

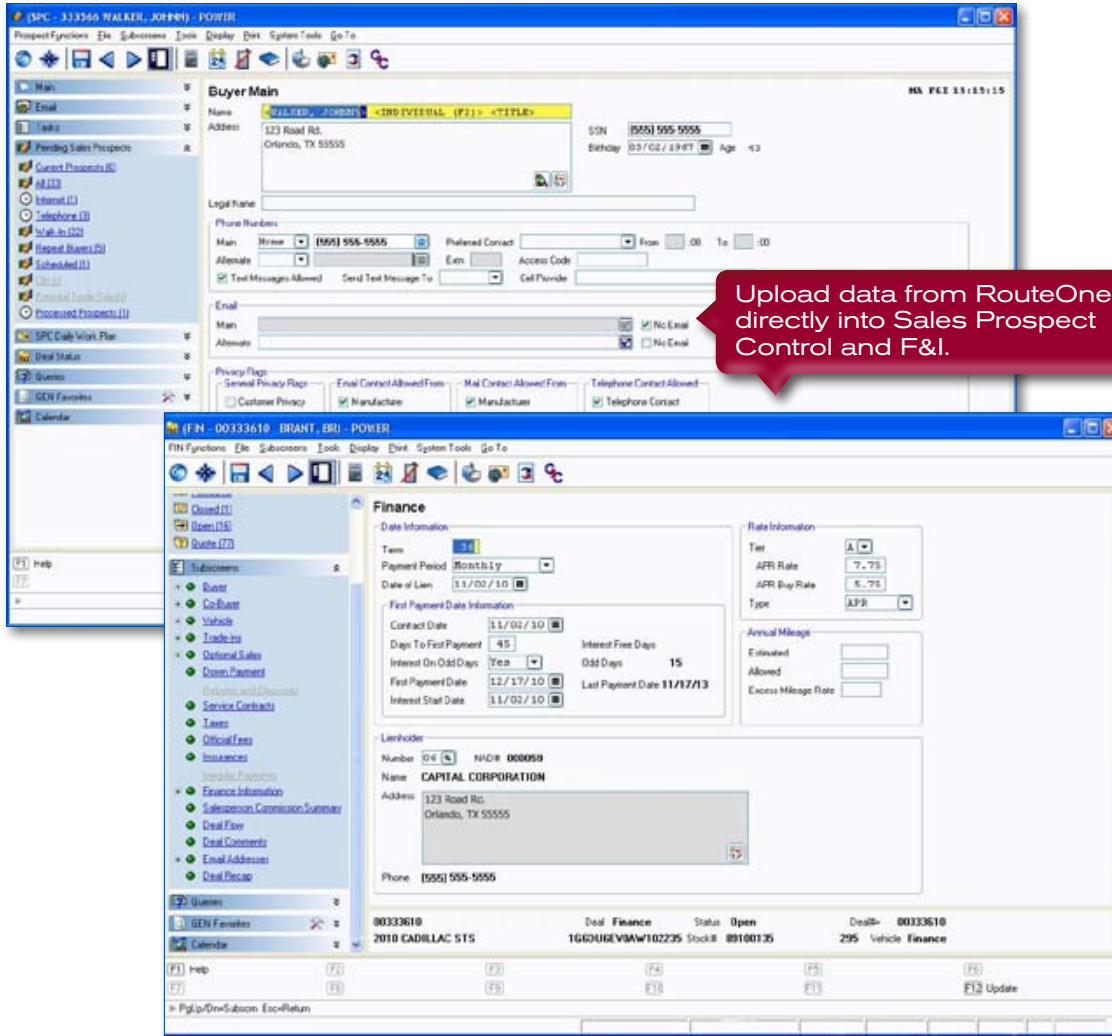
## F&I and CSI: Time Matters



According to F&I Magazine, the average customer spends nearly 46 minutes in the F&I office.<sup>2</sup> How much of that time is wasted reentering data and fixing errors, negatively affecting CSI?

## About RouteOne Integration

Maximize profitability on every deal with access to captive financing sources and lenders through a Web-based credit application management portal.



Upload data from RouteOne directly into Sales Prospect Control and F&I.

## Time Adds Up



- Deal 1
- Deal 2
- Deal 3
- Deal 4
- Deal 5
- Deal 6

If you spend an average of 10 minutes per deal reentering information, you could save over 16 hours per 100 deals with an automated, integrated process. What could you do with that extra time?

## Highlights

- Transfer deal data between POWER and RouteOne with one click.
- Obtain credit approvals in minutes by tapping into captive finance companies and other lenders online.
- Use a number of reports to help manage F&I business, including:
  - F&I profits.
  - Aftermarket penetration.
  - F&I manager performance.

When working a deal in F&I, speed and convenience can spell the difference between a happy customer and a negative CSI score. Give your customers a fast and professional experience with RouteOne integration for POWER.



RouteOne® Integration