

F&I eForms



**A More
Professional
Forms Process.**

Current Capabilities

- Optional on-screen forms disclosure.
- Electronic signature capture capability.
- Impact printing replaced with laser printing.



Key Benefits

- ✓ **Faster, quieter printing.**
- ✓ **Eliminate alignment problems.**
- ✓ **Reduce errors.**
- ✓ **More professional image.**
- ✓ **Better customer experience.**
- ✓ **Improved profitability.**

*Focus more on serving and selling to your customers
and less on handling paperwork.*

**Jeff Hutchinson, F&I Director
Byers Mazda Subaru
Columbus, OH**

On the Record

Jeff Hutchinson On Making Business Better

**“We’ve Reduced The
Time A Customer
Spends In F&I By 30%.”**

Jeff Hutchinson

“Getting customers quickly through F&I increases our customer satisfaction. Laser printing with F&I eForms is faster, quieter, more professional, and gives us perfectly aligned forms every time. Now, we always have instant access to the most up-to-date forms, which means fewer errors and faster funding. Overall, we don’t have to worry about losing a deal because someone has to wait too long, and we have more time to sell the right products. Our customers have noticed the improvement, and we’ve seen higher satisfaction on top of increased profitability.”

**MAKING
BUSINESS
BETTER.**



JEFF HUTCHINSON, F&I DIRECTOR
Byers Mazda Subaru, Columbus, Ohio



To hear more about Byers Mazda Subaru, visit www.reyrey.com/MakingBusinessBetter
To contact Reynolds please call **888.853.2617**

© 2008 The Reynolds and Reynolds Company. All Rights Reserved.

With electronic signature capture capability, each signer – buyer, co-buyer, dealership – is prompted to initial or sign where required on laser forms.

eForms Signature Capture (1.0.0.11)

Signature Capture

Status Signature complete - to approve click the 'Accept Signature' button.


Form OADA RETAIL B.O.-OH (01/05)

Signer JOHN DOE

Prompt SIGN HERE FOR NEGATIVE EQUITY

Legal I have read this OADA RETAIL B.O.-OH (01/05) and hereby sign my name using an electronic form of my signature to certify that I understand and agree to its content.

Signature



Auto Accept Signature

Forms available for laser printing can be previewed on the screen or printed for review.

Microsoft Internet Explorer window showing a PDF document titled "RETAIL BUYERS ORDER".

Address: http://172.29.176.199:8100/fand/2701_7770.1.pdf

Form Content:

RETAIL BUYERS ORDER

ABC MOTORSPORTS
1 FAIR LANE
ROSELIE, VA 23110
757158-9325

STOCK NO: 42014
VIN: 3770

PURCHASER NAME: JUNE JOE DATE: 08/27/2007
PHONE: (555)555-1111

ADDRESS: 1300 COUNTY CLUB DR. ROSSELIE, VA 23110

CITY: ROSSELIE COUNTY: WINDSOR STATE: VA ZIP: 23032 SALESSTAFF: MALEN MCDANIEL

DATE OF ORDER: 08/27/2007

MAKE: CHRYSLER MODEL: PACIFICA TRIM: TOUR FWD COLOR: SILVER

YEAR: 2007

REMARKS: CASH PRICE OF VEHICLE \$ 24475.00

SEE VEHICLE DELIVERY REPORT ATTACHED NAVIGATION SYSTEM 1500.00

SEE SPOT DELIVERY AGREEMENT ATTACHED

SEE LIMITED WARRANTY ATTACHED

DEPOSIT RECEIPT: I am aware that the balance listed on my invoice will be the amount charged on my bank statement unless I advise the bank to otherwise. I understand that the bank will not charge a fee to deposit. I have not been asked to sign any agreement or document that the bank will charge a fee to deposit. I have not been asked to sign any agreement or document that the bank will charge a fee to deposit. I have not been asked to sign any agreement or document that the bank will charge a fee to deposit.

NEGATIVE EQUITY: I am aware that the balance listed on my invoice will be the amount charged on my bank statement unless I advise the bank to otherwise. I understand that the bank will not charge a fee to deposit. I have not been asked to sign any agreement or document that the bank will charge a fee to deposit. I have not been asked to sign any agreement or document that the bank will charge a fee to deposit.

TRADE-IN AND OTHER CREDITS

TRADE-IN ALLOWANCE	3680.00	TOTAL	37820.00	DOCUMENT FEES	80.00
BALANCE OWED ON TRADE	8750.00	SALES TAX	2,100.00	SALES TAX	1197.63
NET EQUITY	2125.00	REGISTRATION FEES	8/A	REGISTRATION FEES	8/A
DEPOSIT	0/A	OTHER FEES	39.50	OTHER FEES	39.50
CASH ON DELIVERY	3000.00	TOTAL	39997.13	TOTAL	39997.13
OTHER	1000.00	TOTAL CREDIT	8145.00	TOTAL CREDIT	8145.00
TOTAL CREDIT	8145.00	BALANCE DUE	30852.13	BALANCE DUE	30852.13

TRADE-IN STOCK NO: 47014A MAKE: CHRYSLER MODEL: PACIFICA TRIM: TOUR FWD COLOR: SILVER

DATE OF ORDER: 08/27/2007

SALESSTAFF: MALEN MCDANIEL

DEALER: ABC MOTORSPORTS

1 of 2

The deal data, electronic signatures, and the form itself are merged together for clean, quick, simplified printing to a color/duplex laser printer.

RETAIL BUYERS ORDER		ABC MOTORS 123 PAST LN KETTERING CT 01760		STOCK NO: 1003 DEAL NO: 1283	
PURCHASER'S NAME: <u>JOHN DOE</u>			DATE: <u>01/17/2007</u>		
STREET ADDRESS: <u>123 WEST THIRD ST</u>			PHONE: <u>(555) 555-1111</u>		
CITY: <u>KETTERING</u>		COUNTY: _____		STATE: <u>OH</u>	
ZIP: <u>45435</u>		SALESPERSON: _____			
ENTER BY ORDER FOR ONE: <input checked="" type="checkbox"/> NEW <input type="checkbox"/> USED <input checked="" type="checkbox"/> CAR <input type="checkbox"/> TRUCK <input type="checkbox"/> DEMONSTRATOR <input type="checkbox"/> FACTORY OFFICIAL <input type="checkbox"/> RENTAL VEHICLE AS FOLLOWS:					
YEAR: <u>2006</u>	MAKE: <u>TOYOTA</u>	MODEL: <u>SOLARA</u>	TRIM: <u>2DR CPE SE V</u>	EXTERIOR: <u>BLUESTEEL MET</u>	INTERIOR: <u>IVORY</u>
VIN: <u>1G1Y1Y34U955130842</u>			TO BE DELIVERED ON OR ABOUT: <u>01/17/2007</u>	STOCK NO: <u>1003</u>	
REMARKS: <input checked="" type="checkbox"/> SEE VEHICLE DELIVERY REPORT ATTACHED <input type="checkbox"/> SEE SPOT DELIVERY AGREEMENT ATTACHED <input checked="" type="checkbox"/> SEE LIMITED WARRANTY ATTACHED			CASH PRICE OF VEHICLE \$ 25000.00		
DEPOSIT RECEIPT: Dealer hereby acknowledges receipt of the sum of \$ <u>N/A</u> a Deposit/Payment for the vehicle described above. This Receipt is for a Deposit. Dealer will release from selling the described vehicle for _____ days. This Deposit/Payment hereon <input type="checkbox"/> is NOT refundable, subject to the conditions on the reverse side and the following: _____			NEGATIVE EQUITY: I am aware that the balance owed on my trade-in vehicle or the amount owed on my lease/financing vehicle exceeds the trade-in allowance from Dealer and, as a result, I have requested that the cash price of this vehicle be increased by \$ <u>N/A</u> to cover negative equity from my trade-in/le amount owed on my trade-in/lease. <input checked="" type="checkbox"/>		
TRADE-IN AND OTHER CREDITS			DOCUMENT FEES → 100.00		
TRADE-IN ALLOWANCE 4000.00			← SELLING PRICE → 26350.00		
BALANCE OWED ON TRADE 1000.00			X 5.50% - SALES TAX 1229.25		
NET EQUITY 3000.00			COUNTY: _____		
DEPOSIT N/A			TITLE FILING FEES 5.00		
CASH ON DELIVERY 3000.00			REGISTRATION FEES 10.00		
OTHER N/A			OTHER FEES 28.00		
TOTAL CREDIT 6000.00			TOTAL 27622.25		
TRADE-IN STOCK NO: <u>1003A</u>			TOTAL CREDIT 6000.00		
YEAR: <u>1997</u>			BALANCE DUE 21622.25		
MAKE: <u>FORD</u>			MODEL: <u>F-150</u>		
BODY TYPE: <u>CUSTOM</u>			VIN: <u>9NY233727U1234567</u>		
MILEAGE: <u>98654</u>			YEAR: _____		
<p>ALL WARRANTIES, IF ANY, BY A MANUFACTURER OR SUPPLIER OTHER THAN DEALER ARE THEIRS, NOT DEALERS, AND ONLY SUCH MANUFACTURER OR OTHER SUPPLIER SHALL BE LIABLE FOR PERFORMANCE UNDER SUCH WARRANTIES. UNLESS DEALER FURNISHES PURCHASER WITH A SEPARATE WRITTEN WARRANTY OR SERVICE CONTRACT MADE BY DEALER ON ITS OWN BEHALF, DEALER HEREBY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THE VEHICLE AND ANY RELATED PRODUCTS AND SERVICES SOLD BY DEALER. DEALER NEITHER ASSUMES NOR AUTHORIZES ANY OTHER PERSON TO ASSUME FOR IT ANY LIABILITY IN CONNECTION WITH THE SALE OF THE VEHICLE AND THE RELATED PRODUCTS AND SERVICES. IN THE EVENT THAT A WRITTEN WARRANTY IS PROVIDED BY DEALER OR A SERVICE CONTRACT IS SOLD BY DEALER ON ITS OWN BEHALF, ANY IMPLIED WARRANTIES ARE LIMITED IN DURATION TO THE TERM OF THE WRITTEN WARRANTY/SERVICE CONTRACT.</p> <p>CONTRACTUAL DISCLOSURE STATEMENT (USED VEHICLES ONLY): THE INFORMATION YOU SEE ON THE WINDOW FORM FOR THIS VEHICLE IS PART OF THE CONTRACT. INFORMATION ON THE WINDOW FORM OVERRIDES ANY CONTRARY PROVISIONS IN THE CONTRACT OF SALE. GUÍA PARA COMPRADORES DE VEHÍCULOS USADOS. LA INFORMACIÓN QUE VE EN EL FORMULARIO DE LA VENTANILLA PARA ESTE VEHÍCULO FORMA PARTE DEL PRESENTE CONTRATO. LA INFORMACIÓN DEL FORMULARIO DE LA VENTANILLA DEJA SIN EFECTO TODA DISPOSICIÓN EN CONTRARIO CONTENIDA EN EL CONTRATO DE VENTA.</p> <p>The front and back of this Agreement and any documents incorporated herein comprise the entire agreement affecting this purchase and no other agreement or understanding of any nature concerning same has been made or entered into, or will be recognized. I have read the terms and conditions printed on the back hereof and agree to them as a part of this Agreement the same as if it were printed above my signature. I certify that I am at least 18 years old, and hereby acknowledge receipt of a copy of this Agreement. THIS ORDER IS NOT VALID UNLESS SIGNED AND ACCEPTED BY DEALER OR HIS AUTHORIZED REPRESENTATIVE.</p>					
APPROVED: <u>ABC Motors</u>			SIGNED: <u>John Doe</u>		
DEALER OR AUTHORIZED REPRESENTATIVE			ACCEPTED BY PURCHASER		
DATE: _____			DATE: <u>01/17/2007</u>		
LENDER					



**Push
Products
Not Paper.**