



“always  
a way to go...”  
-Todd

# Preferred Dealer Network

Better Leads. Better Results.  
A lead and lending program that gives the dealers the power of choice.

Login to Get Your Leads

Username

Password

Home

Sign-Up

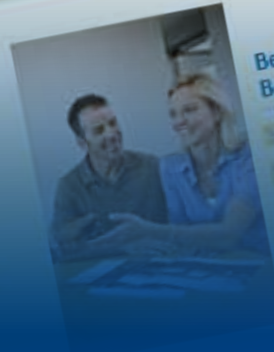
Program

Resources

About Us



RoadLoans the #1 online direct non-prime auto lender, offers qualified dealers a 21st-century model for increasing sales, while delivering superior return for your marketing dollars.



Better Leads.  
Better Results.

- Approved Leads
- Guaranteed Financing
- The Power of Choice



Sign-Up  
Now

# User Guide

## Login Screen

The Preferred Dealer Network home page is your roadmap to the RoadLoans.com dealer portal. From the home page you can log in right away to check the status of your leads, download forms and other resources, and learn more about the RoadLoans program. You can also sign up to be a Preferred Dealer. Bookmark the site for an easy return once you start receiving leads.

**RoadLoans.com**  
Auto finance made easy.

“always a way to go...”  
—Todd

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Home Sign-Up Program Resources About Us

**Invalid Login**

Always a way to go  
Every customer that selects your dealership arrives at your store with a RoadLoans direct approval, but you also have the option of shopping the loan to other finance sources to find the best opportunity for you and your customer.

## Login Screen

If do not know your log in please call the Dealer Network at 888-276-7202 ext 5354 or e-mail [dlrnetwork@roadloans.com](mailto:dlrnetwork@roadloans.com).

**RoadLoans.com**  
Auto finance made easy.

**Dealer Lead Site Legal Acknowledgement**

Dealer shall not disclose or use any "non-public personal information" (as such term is defined in the Gramm-Leach-Bliley Act of 1999 (the "GLB") and applicable regulations promulgated thereunder) and all other confidential information related to SCUSA's "customers" or "consumers" as those terms are defined in the Act collectively, "Consumer Information" other than to carry out the purposes for which SCUSA disclosed such Consumer Information. Dealer shall not disclose any Consumer Information other than as a "lead to sales" basis and then only to: (a) authorized representatives, provided that any such representatives which constitute nonaffiliated third parties shall be subject to subsection (b) below; (b) affiliates of Dealer provided that such affiliates shall be restricted in use and redisclosure of the Consumer Information to the same extent as Dealer; or (c) pursuant to the exceptions set forth in the Act.

Dealer shall maintain ID and password authentication for all access to Consumer Information, and shall be required to change passwords in order to protect such Consumer Information every 90 days. Dealer will immediately change the password, upon somebody at the dealership no longer being employed at the dealership that would have known the password.

Accept Decline

Accept

Business Development USA | 888-842-8628  
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## Legal Terms

If you would like more information about Roadloans' legal terms and conditions, please call the Dealer Network at 888-276-7202 ext 5354 or e-mail [dlrnetwork@roadloans.com](mailto:dlrnetwork@roadloans.com).

## Lead Overview Screen

The Lead Overview screen is where you can view, manage and make changes to your leads. The information you capture for each lead will help you in the selling process, and it allows us to analyze our leads and make improvements to the RoadLoans program. By tracking what is going on with your customer, it also makes it possible for virtually any salesperson in your store to understand where the customer is in the sales process, and speak knowledgeably to your customer – both on the phone or in person.

The Lead Overview screen also allows you to resend an approval e-mail to a customer or print out an approved customer's lead details, approval page and deal packet if they arrive at your store without these items.

### COMING SOON

Soon you will be able to update the vehicle information for each deal, which will automatically adjust your RoadLoans marketing fee – saving you money, time and speeding the funding process. Look for the “Adjust Your Fee” button next to the marketing fee, provide the requested information and click “Submit.” Watch for more information about this improvement or consult your Area Sales Manager or a RoadLoans.com loan specialist.

### View and Manage Leads



Click to re-send approval e-mail.



Click to print an approval page.

Track the status of a lead and provide us feedback on the lead.

RoadLoans.com  
Auto finance made easy

HOME RESOURCES FAQ's LOGOUT

Online Chat  
Chat with a loan specialist now!

Last Login Date: 10/4/2010 | Number of Failed Logins: 0 | Manage Incentives/Selling Points | Change Password | Monday, October 04, 2010

Search by customer name

LAUREL KIA MD

RE-SEND CUSTOMER E-MAIL PRINT PAGE CURRENT PDF PACKET UPDATE OFFER

Lead-Overview - Status : Approved

Tell Us What's Going On With Your Customer

PURCHASED	STILL SHOPPING	UNABLE TO CLOSE
<input type="radio"/> Financed with RoadLoans	<input type="checkbox"/> Appointment scheduled	<input type="checkbox"/> No longer interested in purchasing
<input type="radio"/> Flipped financing	<input type="checkbox"/> Still determining dealership to use	<input type="checkbox"/> Unable to contact
<input type="radio"/> Purchased from another dealership	<input type="checkbox"/> Still determining vehicle to purchase	<input type="checkbox"/> Unable to locate desired vehicle
<input type="radio"/> Purchased from an individual	<input type="checkbox"/> Working on down payment	<input type="checkbox"/> Too much negative equity
	<input type="checkbox"/> Working on stipulations	<input type="checkbox"/> No down payment
		<input type="checkbox"/> Approval terms not adequate
		<input type="checkbox"/> Unable to meet stipulations
		<input type="checkbox"/> Customer interested in refinance

PREVIOUS FEEDBACK ABOUT THIS LEAD

PROVIDER FEEDBACK ABOUT THE LEAD



Promote your dealership by adding key selling points and incentives.



Click to print an approved customer's voucher packet.



Click to view multiple offers. This allows you to change basic elements of the deal structure to meet your customer's needs. You may adjust rate, term or the down payment requirements.

**View and Manage Leads**  
(continued)

**Lead Overview Screen**

Be sure to verify that the lead information in the RoadLoans database is correct. If it is not, make any necessary corrections by calling a RoadLoans loan specialist at 888.276.7202.

Also pay close attention to any required stipulations associated with the lead. Required stips must be included in your contract package before it is submitted for funding. If you omit any of the required stipulations, it will result in a delay in funding your deal. Go to the Preferred Dealer Network home page, then click the “Resources” tab to access handouts/guidelines for “Proof of Residence and Proof of Phone,” and “Proof of Income.” There is also a “Funding Checklist” that is helpful to review prior to submitting a contract package for funding.

**Customer Information**

FIRST NAME PIZAMKX	LAST NAME NQJJ
WORK PHONE (703) 661-6451	HOME PHONE (278) 394-2464
MOBILE PHONE	EMAIL URDXJHU.RIUBT@RSVVD.LY
ADDRESS 1114 IFCYP ZYFUGUDL RF HKU 546	CITY HERNDON
STATE / ZIP VA 20171	STATED MONTHLY INCOME \$4,250
FICO SCORE 475	MARKETING FEE 13.25%
DOWN PAYMENT \$3,250	HAS TRADE-IN ?
	APPOINTMENT DATE

\* Income is subject to verification

**Loan & Guidelines**

APPROVAL AMOUNT UP TO \$21,700	REQUIRED CASH DOWN PAYMENT \$3,250
APPROVAL EXPIRATION DATE 10/4/2010	CASH AVAILABLE FOR DOWN PAYMENT
MAX LTV 138.00%	MIN LOAN AMOUNT \$7,500
TERM 72	APR 11.99%

**Vehicle Guidelines**

MAX VEHICLE AGE 2003	DESIRED CONDITION Used
DESIRED VEHICLE MAKE	
DESIRED VEHICLE MODEL	

**Stipulations and Other Notes (For a list of acceptable docs that meet stipulations visit the Resources Area)**

REQUIRED STIPULATIONS VALID IN-STATE DRIVER'S LICENSE (ALL APPLICANTS) 3 REFERENCES REQUIRED PROOF OF INSURANCE REQUIRED POI REQUIRED ON ALL APPLICANTS	OTHER NOTES FIRST CONTRACT RECEIVED FUNDS ALL 2009 MODELS MUST BE BOOKED OUT
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**MARKETING FEE**  
13.25%

This fee is the % of the total amount financed.

Reduce your marketing fee! Soon you will be able to update the vehicle information for each deal, which will automatically adjust your RoadLoans marketing fee – saving you money, time and speeding the funding process. Look for the “Adjust Your Fee” button next to the marketing fee, provide the requested information and click “Submit.” Watch for more information about this improvement or consult your Area Sales Manager or a RoadLoans.com loan specialist.

Stips required for the deal. Be sure to review these carefully and include all requested information in your contract package.



## Lead Overview Screen

RoadLoans allows you to promote your store's advantages and special programs from the moment a customer first receives a loan approval. On the Manage Incentives and Selling Points screen, you input unique attributes about your store ("Committed to customer service," "Dedicated Internet sales team," "No pressure sales environment") and any special incentives you are offering ("Free tires for life," "Free monthly car wash").

The screenshot shows the RoadLoans.com interface. At the top, there is a navigation bar with links for HOME, RESOURCES, FAQ's, and LOGOUT. An Online Chat button is also present. Below the navigation bar, the user's last login date (10/4/2010) and the number of failed logins (0) are displayed, along with links to Manage Incentives/Selling Points and Change Password. The date Monday, October 04, 2010 is shown. The main heading is LAUREL KIA MD. A search bar labeled 'Search by customer name' is located to the right. The main content area is titled 'Manage Incentives and Selling Points'. Under 'Current Selling Point(s)', there is a checked checkbox for 'Is committed to customer service.' and a link to 'Submit requests to update Selling Points, Dealer or Contact Information.' Under 'Current Incentive(s)', it states 'No Incentives have been selected at this time.' and provides a plus icon to 'Select an Incentive from a defined list.' and a link to 'Request a new Incentive to be added to selection list.' The footer contains the text 'Visit Roadloans | 888.276.7202' and '© 2008 Santander Consumer USA Inc. All Rights Reserved.'

Including information about your dealership helps personalize the sales experience for your customer, and gives them extra incentive for setting their appointment at your store. Change or update your information at any time.