

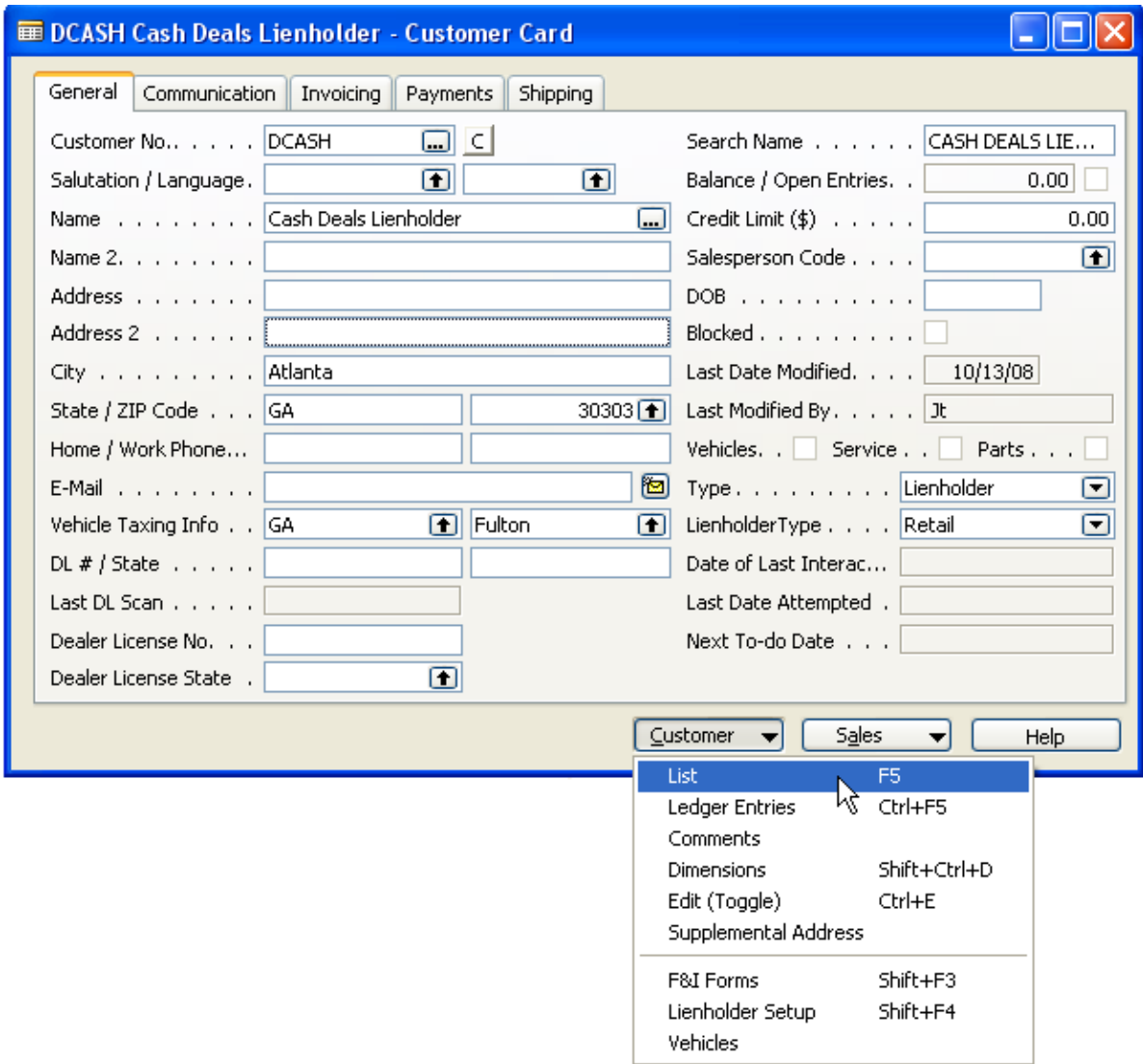
Section 2. – Creating New Lenders

Creating/Modifying New Lenders

Begin by accessing the Lenders screen.

- Log on MPK
- Select 'Vehicle Sales'
- Select 'Lenders'

Once you click on Lenders a lender will come up. To add a new lender click on the customer button and then click on the list button. You must search the list before you can add new lenders to prevent duplication of multiple lenders in the system.



The list will only show lien holders currently setup in your system. Once you have gone through the list and haven't found a duplicate lender of the one you are trying to enter then you click on the Customer button->New or press F3 from the list.

Count 17 Filters . . . Type: Lienholder

Customer No.	Name	Name 2	Address	City	State	ZIP Code	Work Phone No.	Cell Pt
AMER	Americredit Financial S...		Po Box 182673	Arlington	TX	76096-2673		
BAYVIEW	Bayview Bank Na		Po Box 4309	Covina	CA	91723		
CAP1	Capital One		Po Box 255605	Sacramento	CA	95865		
ACC	Car Financial Services ...		Po Box 928487	San Diego	CA	92192		
DCASH	Cash Deals Lienholder			Atlanta	GA	30303		
COMPASS	Compass Bank		Po Box 830939	Birmingham	AL	35203		
CFC2	DC FIN SVCS AMER LLC		Po Box 997533	Sacramento	CA	95899	877.816.7166	
DRIVE	Drive Financial Services		Po Box 560583	Dallas	TX	75356		
INVEST	First Investors		Po Box 255388	Sacramento	CA	95865-5388		
HSBC	HSBC MOTOR CREDIT...		Po Box 17902	San Diego	CA	92177		
JP	JP Morgan Chase Ban...		Po Box 901098	Fort Worth	TX	76101		
SACU	San Antonio Federal C...		Po Box 1736	San Antonio				
SUNTRUST	Suntrust Dealer Reserve		Po Box 305053	Nashville				
USBANK	USBANK		1850 Osbourn Ave	Oshkosh				
WF	Wells Fargo Auto Fina...		Po Box 53439	Phoenix				
▶ WHOLESALE	Wholesale Lienholder			Stafford				
OPEN	>							

Context menu for WHOLESALE:

- New F3
- Card Shift+F5
- Ledger Entries Ctrl+F5
- Comments
- Dimensions ▶
- Bank Accounts
- Ship-to Addresses
- Statistics F9
- Statistics by Currencies
- Entry Statistics
- Sales
- Vehicles
- Service History

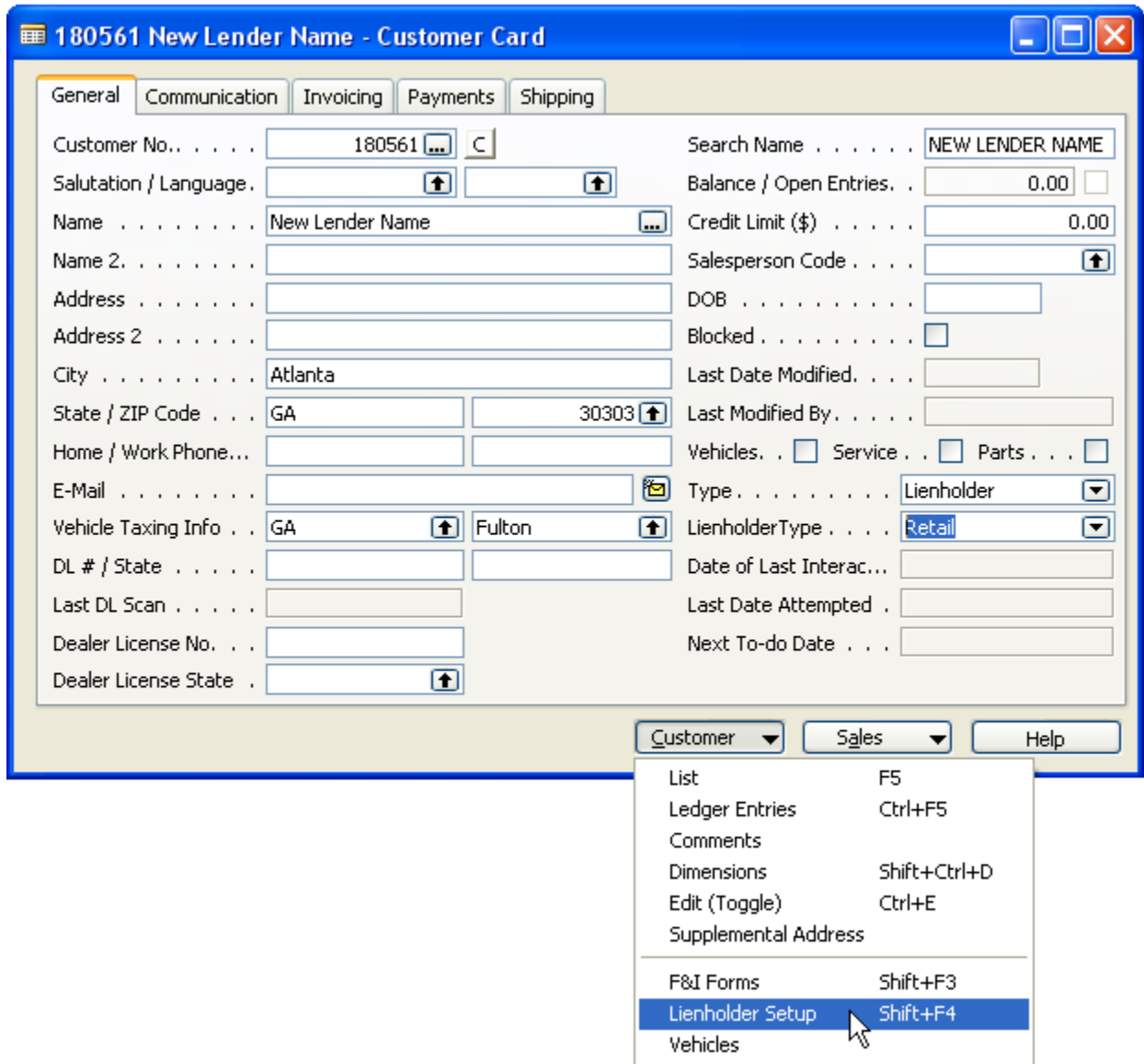
Buttons: OK, Cancel, Customer, Sales, Help

Once you click on 'New,' a new customer or lender card will appear. Fill out the information such as name, address, and phone number. If you know the zip code you can type it in zip and the system will automatically fill in city and state. Then you must click on Type and choose **Lien holder** as the type of customer/lender so that they will appear in the lender list.

The screenshot shows a software interface with several tabs: General, Communication, Invoicing, Payments, and Shipping. The 'General' tab is selected. The interface contains various input fields and dropdown menus. Key fields include: Customer No. (180561), Search Name (NEW LENDER NAME), Name (New Lender Name), City (Atlanta), State / ZIP Code (GA, 30303), and Type (Lienholder). A dropdown menu for 'LienholderType' is open, showing options: Retail, Lease, and Both. The 'Retail' option is selected. At the bottom, there are buttons for 'Customer', 'Sales', and 'Help'.

Once you have selected the type as Lien holder, then you must choose the Lien holder Type whether they are used for Retail, Lease, or Both. If they are a bank you only use for Retail deals then select it as such and the same goes for Lease. That way when you are working a retail/lease deal you will only have the lenders available that you have chosen to be only Retail, Lease or Both.

Now that you have added the lender to list you must click on the customer button and then lienholder setup so do some setup work.



Once you click on the Lienholder setup, you will see four tabs: General, Retail, Lease, and Single Pay Lease. This Lienholder Setup is used to set custom defaults so that anytime this lender is chosen these defaults will be used in setting up the deal structure.

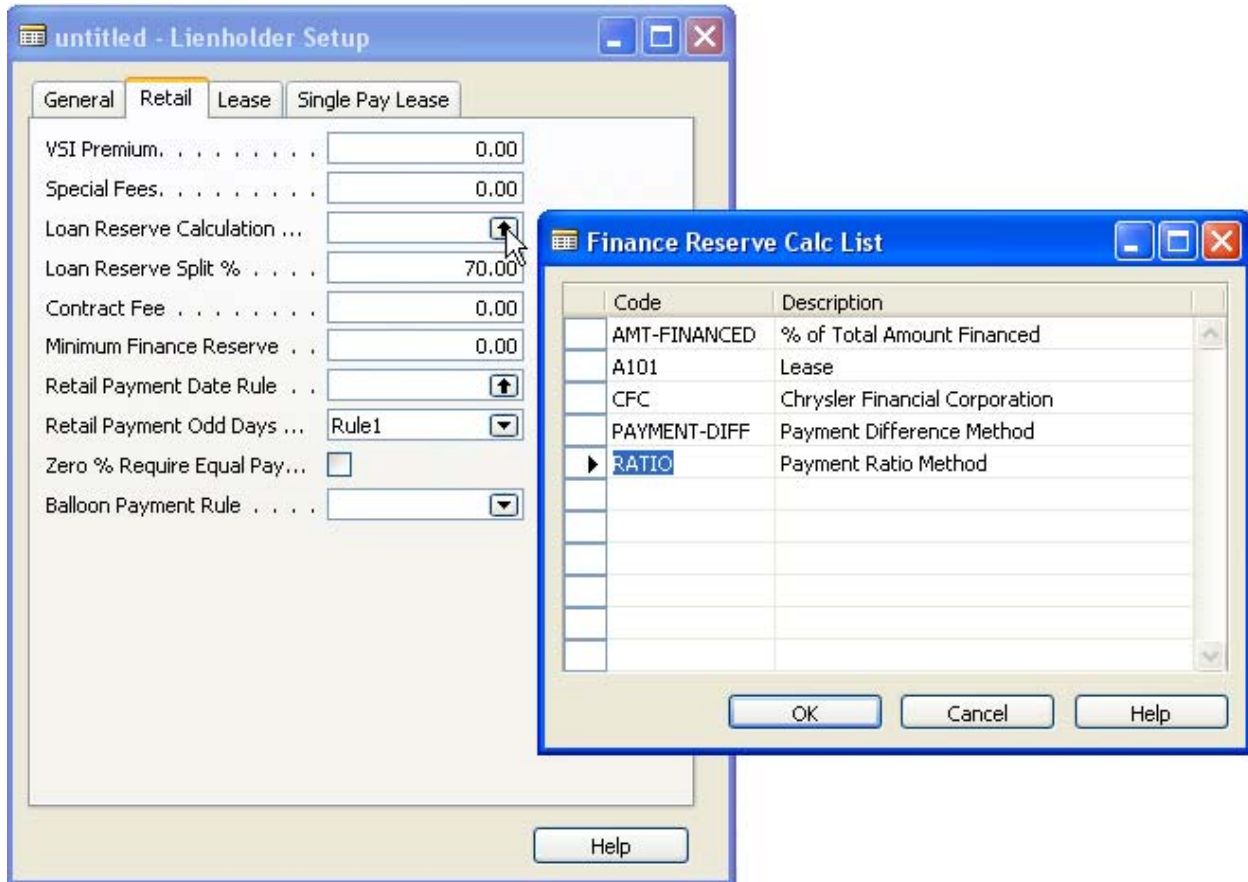
On the General Tab is where you will find defaults for minimum/maximum days to first payment information, title name if different from the Lender name (usually for leasing companies) and Loss Payee Information (again for leases mostly).

The image shows a software interface for setting up a lender. It features four tabs: 'General', 'Retail', 'Lease', and 'Single Pay Lease'. The 'General' tab is selected and highlighted. The form contains the following fields:

- State Lienholder Code . . : [text input]
- Minimum Days to First ... : [text input with value 0]
- Maximum Days to First... : [text input with value 0]
- Title Name : [text input]
- Title Name 2 : [text input]
- Title Address : [text input]
- Title Address 2 : [text input]
- Title City : [text input]
- Title State / Zip Code . . : [dropdown menu] [text input] [dropdown menu]
- Title Phone No. : [text input]
- Loss Payee Name : [text input]
- Loss Payee Address . . . : [text input]
- Loss Payee Address 2 . . : [text input]
- Loss Payee City : [text input]
- Loss Payee State / Zip... : [dropdown menu] [text input]

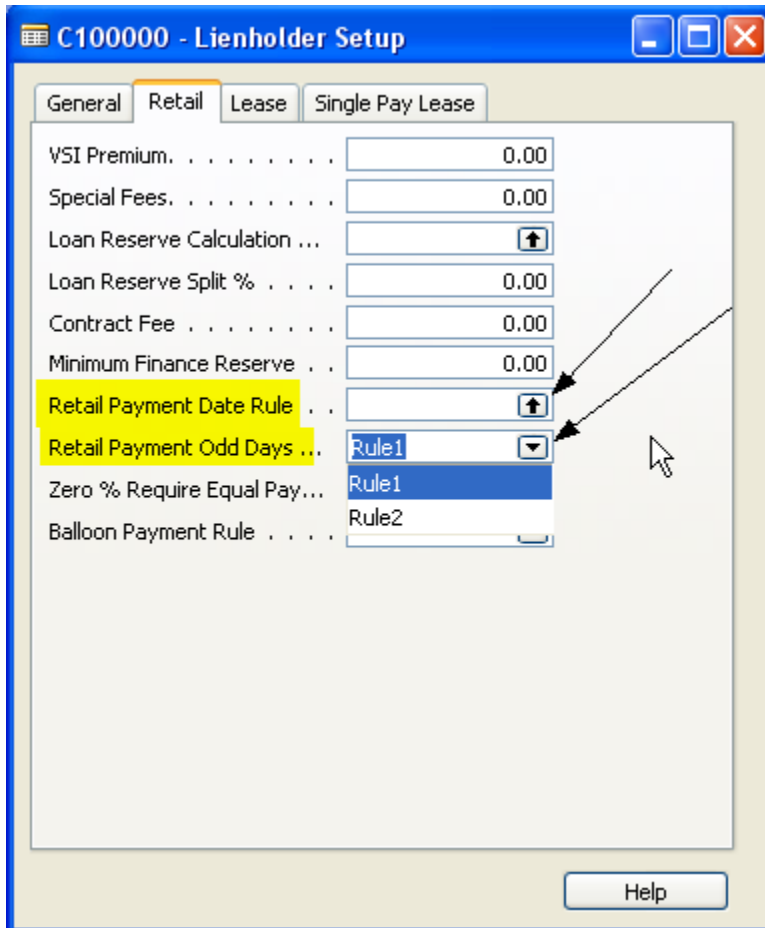
A 'Help' button is located at the bottom right of the form area.

On the Retail tab is where you will find VSI Premium, Special Fees, Loan Reserve Calculation, Loan Reserve Split %, Contract Fee, Minimum Finance Reserve, and Retail Payment Date Rule and Calculations. On the Loan Reserve Calculation, you will find there are multiple methods to calculating the reserve used. Below is where you enter the percentage you receive so if you split were 70/30 you would enter 70 in the field labeled Loan Reserve Split %.



- Amt-Financed –
- A101 –
- CFC –
- Payment-Diff –
- Ratio –

For Retail Payment Date Rule



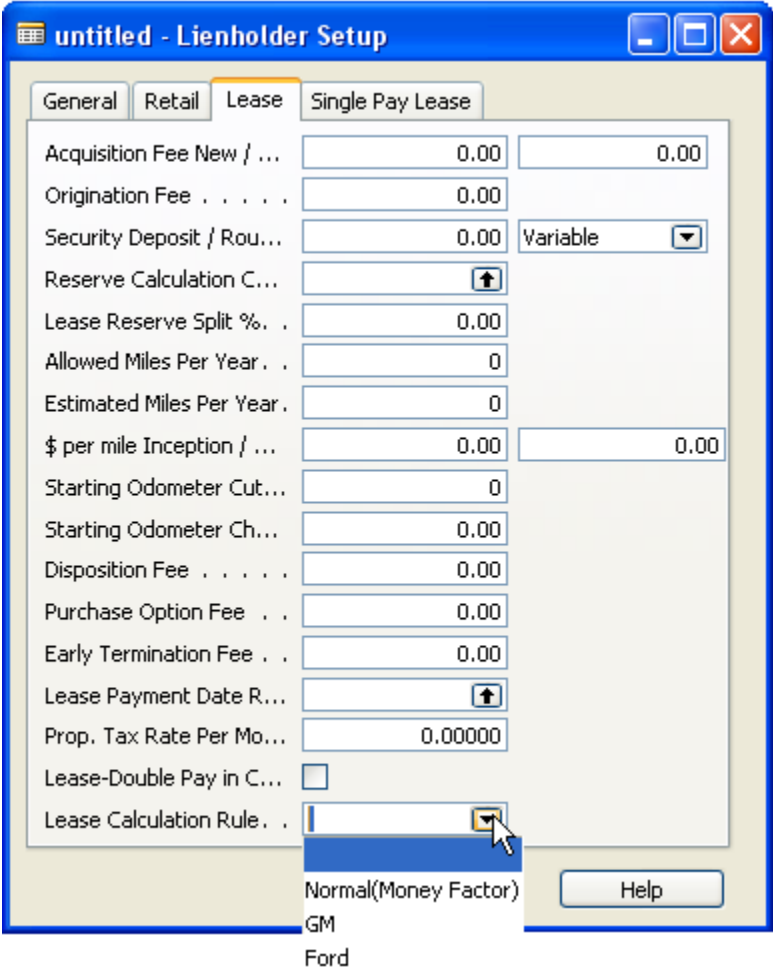
- Rule 1 –
- Rule 2 –

The Lease Tab is where you will find defaults for Acquisition Fee New/Used, Origination Fee, Security Deposit, Reserve Calculation, Lease Reserve Split %, Allowed Miles Per Year, Estimated Miles Per Year, \$ per Mile Inception/Termination, Starting Odometer Cutoff, Starting Odometer Charge, Disposition Fee, Purchase Option Fee, Early Termination Fee, Lease Payment Date Rule, Prop. Tax Rate Per Month, and Lease Calculation Rule.

Field Name	Value	Unit/Type
Acquisition Fee New / ...	0.00	0.00
Origination Fee	0.00	
Security Deposit / Rou...	0.00	Variable
Reserve Calculation C...	↑	
Lease Reserve Split % . .	0.00	
Allowed Miles Per Year . .	0	
Estimated Miles Per Year .	0	
\$ per mile Inception / ...	0.00	0.00
Starting Odometer Cut...	0	
Starting Odometer Ch...	0.00	
Disposition Fee	0.00	
Purchase Option Fee . .	0.00	
Early Termination Fee . .	0.00	
Lease Payment Date R...	↑	
Prop. Tax Rate Per Mo...	0.00000	
Lease-Double Pay in C...	<input type="checkbox"/>	
Lease Calculation Rule . .	▼	

Help

Lease Calculation Rule is used the figure out how the APR/Money Factor will be calculated. Currently there are three rules to chose from Normal (Money Factor), GM, and Ford.



The Single Pay Lease Tab contains lease discount terms.

Lease Discount Term	Lease Discount
Lease Discount Term 1	0.00000
Lease Discount Term 2	0
Lease Discount Term 3	0.00000
Lease Discount Term 4	0
Lease Discount Term 5	0.00000

Help