

## **Pre-Screen in the Service Lane!**

An average of 42% of dealerships' service customers did not purchase their vehicle at the dealership.

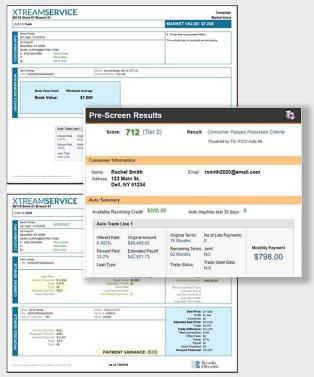
XtreamService uses demographic, behavioral, and transactional data to analyze customers and determine buying likelihood. Pre-Screen populates pay-off and equity information for vehicles not purchased at the dealership.

Combining this data together creates an exact pinpoint of where a customer is financially, so a more accurate vehicle and payment are proposed. This offers sales a new approach tactic, resulting in higher closing rates.

## **How Dealerships Benefit:**

- New customer sales, in addition to identifying current customers ready to buy
- Calculates offers on vehicles not purchased in the dealership's store
- Sequity and trade values on ALL vehicles in the service lane
- Seamless integration so it is easy to access and use
- » Provides access to a customer's FICO score and auto loan summary information





## The Power of Pre-Screen Data

A Pre-Screen provides dealerships the following information on a customer:

- Live FICO Score
- Summary of Auto Trade Lines:
  - ✓ Estimated payoff
  - ✓ Current monthly payment
  - ✓ Current interest rate
  - ✓ Original term
  - ✓ Number of late payments
  - ✓ Remaining term

