



AutoVerify E-Commerce

How to get the **most** out of the industry's only post-COVID e-commerce solution



THE PROBLEMS WE SOLVE

E-Commerce was introduced to solve three common problems that have been amplified by COVID lockdowns and the need for dealers to future-proof their businesses:

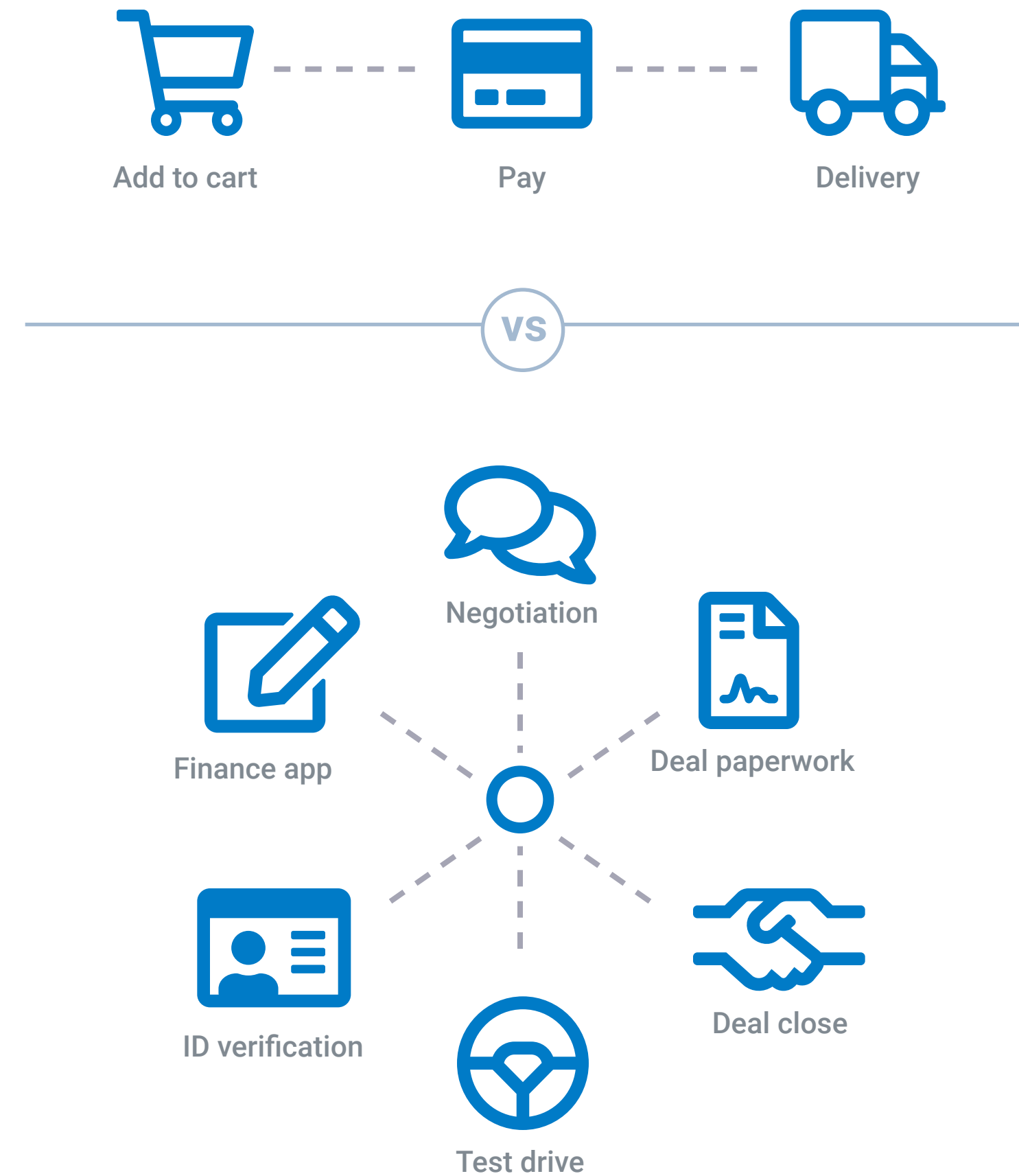


Car shopping is different

People are not ready to buy completely online yet. Buying a car is not the same as buying a lamp on Amazon.

AV SOLUTION

AV E-Commerce delivers dealers a super-lead that completes 99% of the purchase online. Then, your team does what they do best – connect with the customer and desk the deal.





Lack of flexibility

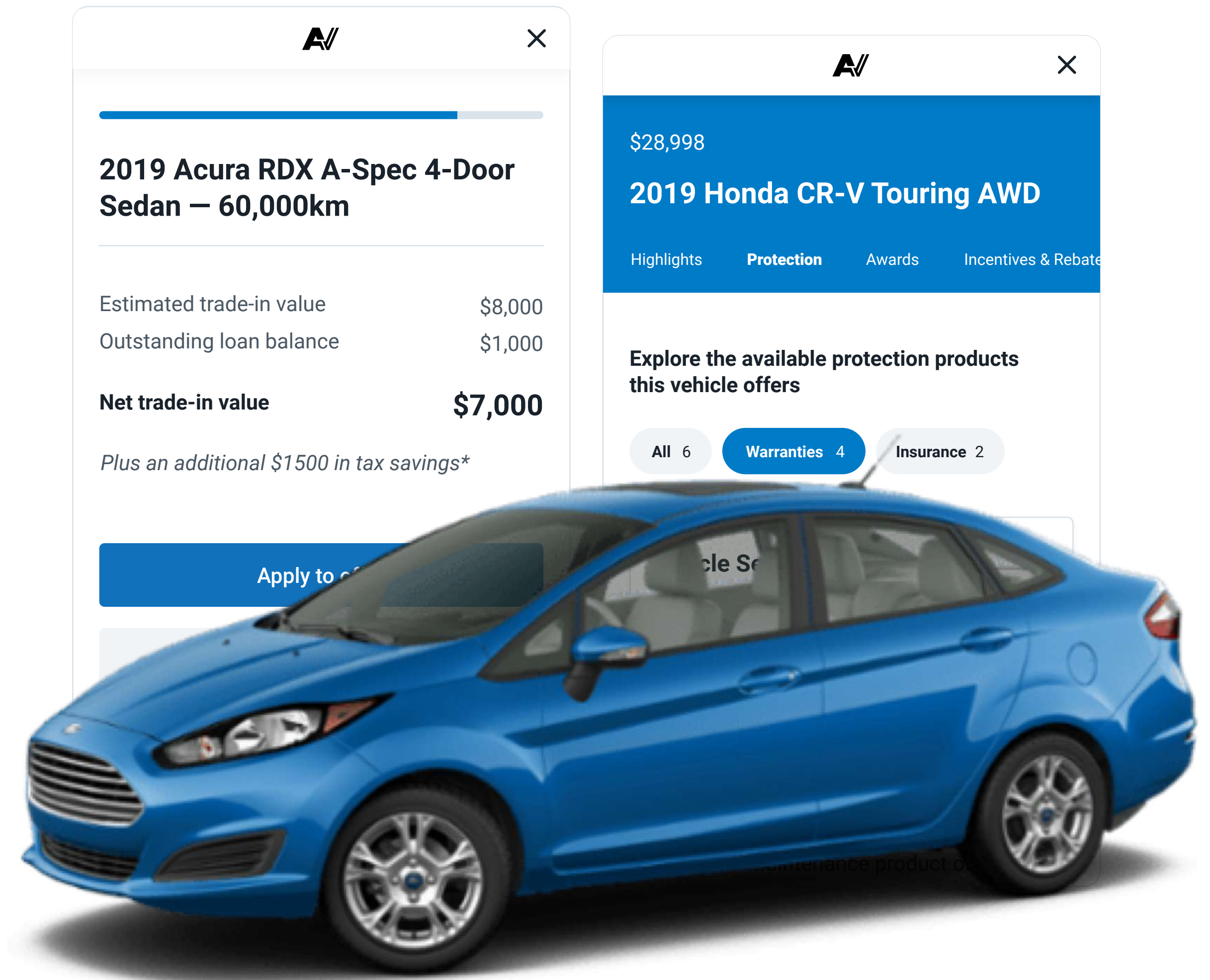
Giving the customer an interest rate without checking their credit means they walk into the F&I office with no knowledge of your profit centres.

AV SOLUTION

AV E-Commerce leads include the customer's trade-in value and tax savings to set realistic expectations.

AV Spotlight introduces your F&I products into the mix, highlighting your F&I profit centres to maximize your gross profit.

Both come together to deliver a flexible, smooth negotiation process.





The industry currently lacks a credit-first e-commerce tool.

AV SOLUTION

Our credit-first approach means **customers have to provide their credit info to get an interest rate.** This ensures the rate they receive is accurate, so when it's time to desk the deal, your team can walk a customer down from 8% to 7% and offer payment options lower than they expected.

Otherwise, you're walking them UP to an interest rate that's typically higher than the average they were quoted.

What happens when your sales team has to explain why the interest rate is 15% instead of the 8% they expected? That's a lost deal.

View my payment options

A Super Prime

1.99% - 3.49%
on approved credit

2019 Honda Civic Sedan LX

\$ /month %APR

Apply for financing

HOW IT WORKS

**Here's how AV E-Commerce
will look on your site**

VALUE YOUR TRADE Powered by

Home > Used Vehicles > Honda > CR-V > 2019 Honda CR-V EX-L

2019 Honda CR-V EX-L

📍 Toronto, ON # 80,000 km 📄 # ABH202E3



Price: **\$31,320**

Price does not include taxes and licensing fees

[View my payment options](#)

- [🚗 Can I get financing?](#)
- [↔️ What's my trade-in worth?](#)
- [🛡️ What will my insurance cost?](#)
- [⭐ Can I trust this dealership?](#)
- [🚗 Request a test drive](#)

3-Month Free Trial

Body Style:	SUV
Engine:	1.5L 4 cyl
Exterior:	Black
Interior:	Black
Fuel type:	Gasoline
Transmission:	Automatic
Drivetrain:	All wheel drive

ABC Honda

Home > Used Vehicles > Honda > CR-V > 2019 Honda CR-V Touring AWD

2019 Honda CR-V Touring AWD

Mileage: 12,000 km

Price: **\$36,940**

Price does not include taxes and licensing fees



[View my payment options](#)



<
AV
×

What do you want to do?

Build a personalized payment

Get your real-time rate and payment based on your credit range, with no impact to your credit score.

Explore a payment calculator

Get an idea of payment options. This will not include personalized rates or incentives.

Make a no obligation offer

Begin the purchase process safely from home and spend less time at the dealership.

Continue

<
AV
×

2019 Honda Civic Sedan LX
Payment estimate

\$534 /month 1.99 %APR

Apply for financing

Finance
Lease
Cash

Edit your deal

Term in months

12
24
36
48
60
72

Payment period

Weekly
Bi-weekly
Monthly

Down payment

\$2000

<
AV
×

No-obligation offer summary

2019 Honda Civic Sedan LX

- I want to buy at \$534/mth for 60 months
- I have a down payment of \$2,000
- I want \$31,083 for my trade-in [and there is an outstanding loan balance of \$25,000]

Rate is on approved credit. You are at no obligation to buy this vehicle. The dealer will work with you on the terms you've requested.

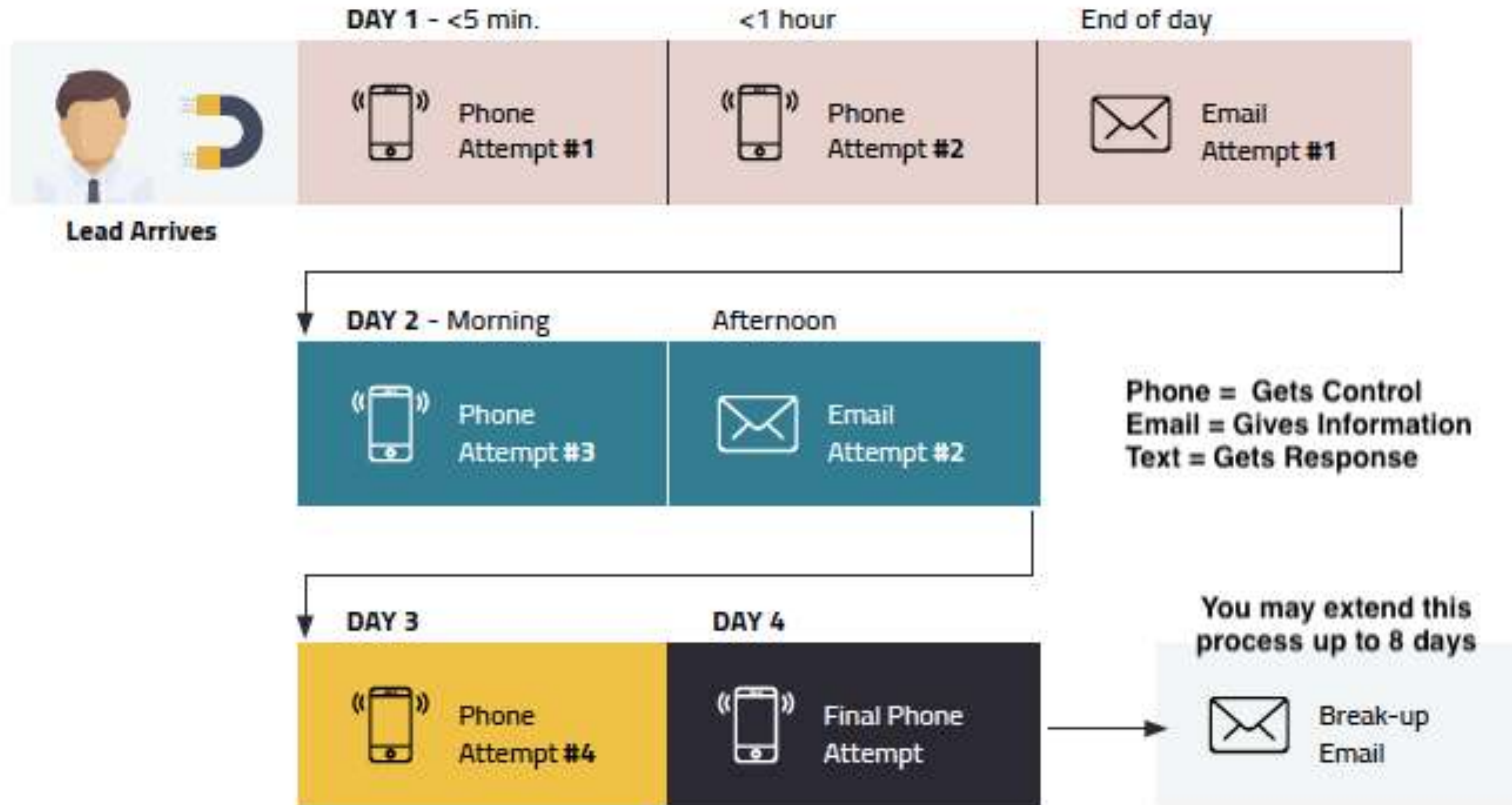
Send dealer my proposal

Back to deal

Powered by **AV** AUTOVERIFY

LEAD HANDLING

**Here's how to handle the
leads we deliver**





How COVID Changed Lead Handling

THE OLD KEY TO SUCCESS

✗ Get them to the showroom ASAP

"I see you have a [trade-in vehicle] , right? We'd like to buy your trade... when can you come in?"

THE NEW KEY TO SUCCESS

✓ Get them to the **next stepping stone**

"Do you know your next stepping stone? No?? Well, would it be helpful to figure that out in a couple seconds?"

Example:

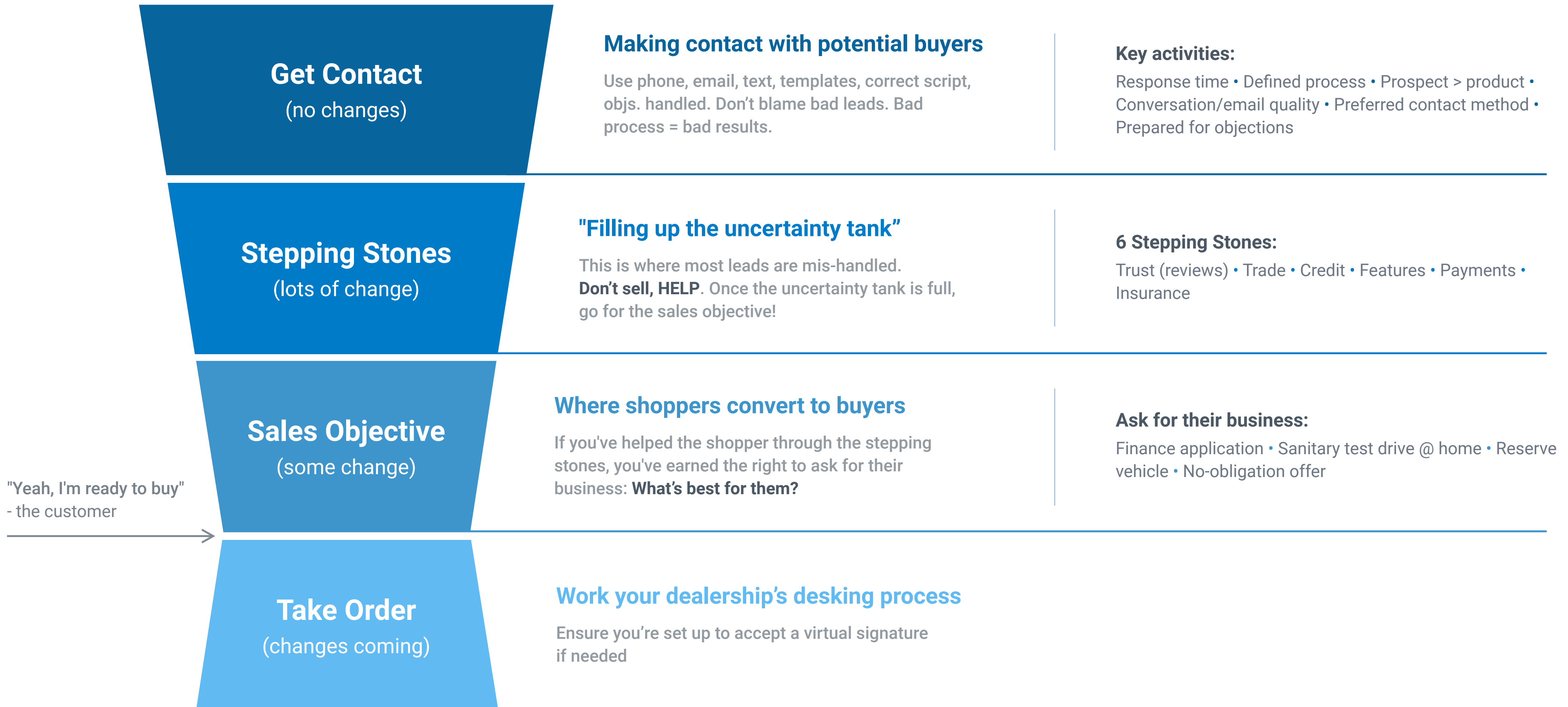
"I see you have a trade-in vehicle , right? We'd like to buy your trade..."

Normally we'd just want you to come right in, but with COVID going on we've invested in digital tools to help you do this from home.

Can I ask, do you know your credit rating ? No??

Would it be helpful to figure that out in a couple of seconds?

once Credit is figured out OK, how about your monthly payments? Insurance?"



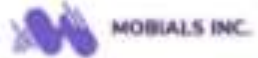


How will I receive leads?

We send this info right into your CRM.

Finance applications are sent directly to F&I manager via secure PDF.

If anyone would like to make lead delivery changes, email success@autoverify.com


Nick Ward <nward@mobials.com>

AutoVerify Lead - eCommerce with Credit

Mobials <do-not-reply@autoverify.com>
To: nward@mobials.com, jlokiis@mobials.com
Tue, Feb 2, 2021 at 9:21 AM

Date: 2021-02-02
 Lead Status: New
 Customer Name: John Doe
 Email: john@mobials.com
 Phone Number: 5191231234
 Vehicle Status: New
 Year: 2020
 Make: Jeep
 Model: Gladiator
 Trim: Overland
 Body Style: 4x4 Overland 4dr Crew Cab 5.0 ft. SB
 VIN: 1C6HJTFG4LL155280
 Vehicle Status: Used
 Year: 2014
 Make: Ford
 Model: Focus
 Trim: S
 Body Style: 4dr Sedan
 Odometer: 115000
 Business Name: Jaffa2 - <https://autoverify.com/en/v3-demo-landing>
 Human Email Recipients: nward@mobials.com
 Human Email Recipients: jlokiis@mobials.com
 Crm Email Recipients: jlokiis@mobials.com
 Crm Email Recipients: nward@mobials.com
 Lead Origin URL: <https://autoverify.com/en/v3-demo/ecom/v2/?vin=1C6HJTFG4LL155280&price=61988&condition=new>
 Address: 123 Main St London, ON CA N6G4Y2
 Date of Birth: 1993-01-01
 Offer Of Purchase: Yes
 Payment Type: Finance
 Credit Rating: A (801 - 900)
 Vehicle Price: \$61,988.00
 Credit Term in Months: 96
 Credit Payment Frequency: 12
 Credit Payment Amount: \$653.74
 Credit Interest Rate: 0.99%
 Credit Sales Tax: \$7,456.48
 Credit Down Payment: \$6,000.00
 Credit Trade-In Value: \$3,800.00
 Credit Trade-In Owing: \$1,500.00
 Credit Loan Amount: \$62,758.00
 Calculator Settings:
 Credit Rating: A (801 - 900)
 Apply Trade-in: Yes
 Trade Vehicle Year: 2014
 Trade Vehicle Make: Ford
 Trade Vehicle Model: Focus
 Trade Vehicle Trim: S
 Trade Vehicle Style: 4dr Sedan
 Trade Vehicle Mileage: 115000
 Trade High Value: \$4,755.00
 Trade Low Value: \$2,506.00
 Incentives:
 Pre-Tax:
 TDAlternative Finance Cash
 Value: \$1,000.00
 Expiry: 2021-02-01
 Lead Origin URL: <https://autoverify.com/en/v3-demo/ecom/v2/?vin=1C6HJTFG4LL155280&price=61988&condition=new>
 AutoVerify Lead - eCommerce with Credit
<https://autoverify.com>
 Lead generated from AutoVerify Lead - eCommerce with Credit



Frequently asked questions

AV E-Commerce provides the customer information about OEM promotions and incentives. Where does this information come from?

We get this information directly from the OEMs, making your job a little bit easier!

Where do you get the interest rates you provide?

We partner with the top lenders in the business to provide accurate, up-to-date interest rates that align with what is offered by the OEMs. We also give dealers the ability to manually add customized interest rates to make it easier for their team to book appointments.



FOR MORE INFORMATION CONTACT

success@autoverify.com