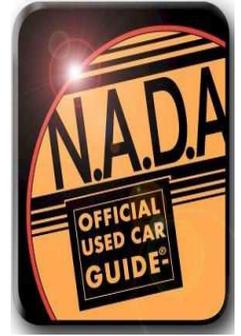


How to use the N.A.D.A.® Official Used Car Guide® Integration with Dealership Tracker



There are several ways that the Dealership Tracker utilizes the information that is now available with your subscription to the N.A.D.A.® values. You will have access to all options below with this subscription. *When you update The Dealership Tracker, it will also automatically update to the current values for N.A.D.A.® at the same time.*

Option #1

Vehicle Master Screen: There is a special section towards the top part of the screen that shows information with the N.A.D.A.® values. It has the date it was last updated. You can click anywhere on the amounts or the N.A.D.A.® book to see the detail (see sample screen below) and also choose the Accessories for that vehicle. Once the Accessories are selected, they are saved for that vehicle. Select or Unselect an Accessory by simply clicking on that line. In this detail screen you can also select to print a Book Out Sheet with all that information to your Plain Paper printer. You can even select which pricing columns to print by checking the box towards the left of the column heading. This would be perfect for submitting this information with your financed deal.

Option #2

Update Inventory Values: You can easily and automatically update your entire in-stock inventory with the current N.A.D.A.® values. Just go back to the Main Menu, click on Inventory Information and then click on the “Update Inventory” button towards the bottom middle of the screen. Say Yes to update. It will also update Accessory values for each vehicle if they were previously selected. *If you use AutoSoft, it will also update values automatically when importing inventory.*

Option #3

Ctrl-N: Anytime you are in The Dealership Tracker, you can press Ctrl-N on your keyboard. (Hold down the Ctrl key and press the N key.) This will bring up the N.A.D.A.® inventory screen (seen below) where you can find values for a vehicle not in your inventory by year, make, series and body and also select the Accessories, mileage adjustment, etc. You could also print out a book out sheet for that vehicle. This would be similar to the N.A.D.A.® e-Valuator®.

Option #4

Loan Master Screen: You have quick access to the detail N.A.D.A.® values screen by simply clicking on the “N” button towards the right of the Sold and the Trade-in vehicle. Just click on the appropriate “N” button and it will display the information for that vehicle where you can also select and save the Accessories.

The screenshot shows the 'Bookout Information' window with the following sections:

- N.A.D.A. Guide:** 8-2011
- Region:** Mountain States
- Stock #:** 1630A
- Vehicle Information:**
 - VIN: 1GKFK13038R247644
 - Year: 2008
 - Make: GMC LIGHT DUTY
 - Model: Yukon-V8
 - Body: Utility 4D SLT 4WD
- Accessories Table:**

Sel.	Description	Trade	Loan	Retail
No	Auxiliary Fuel Tank	\$50	\$50	\$75
Yes	Bose Premium Stereo	\$425	\$425	\$475
No	Fixed Running Boards	\$50	\$50	\$75
No	Luggage Rack	\$50	\$50	\$75
Yes	Navigation System	\$700	\$700	\$800
No	Power Running Boards	\$450	\$450	\$500
Yes	Power Sunroof	\$625	\$625	\$700
No	Rear Bucket Seats	\$250	\$250	\$300
- Values Table:**

	Clean	Average	Rough	Loan	Retail	Weekly Auction
Base:	27,225	25,600	24,050	24,525	31,075	Low: 23,607
Accessories:	1,750	1,750	1,750	1,750	1,375	Average: 27,682
Mileage Adj.:	1,700	1,700	1,700	1,700	1,700	High: 31,757
Adjusted:	30,675	29,250	27,500	27,975	34,750	
- Other Information:**
 - Current Mileage: 29,587
 - Normal Mileage: 50,001
 - MSRP: \$39,565
 - Weight: 1

Buttons: Print Bookout Info, Close Window, Uncheck all Values? (checkbox), Values are © 2011 NADASC, v 6.0