

Notes

The following enhancements will be implemented in the January 17th MST and Console Release:

MST & Console Updates

Auto Approval of Trade-In's

If activated, the new functionality for designated Sales Consultants at SmartPath dealerships can now allow Trade-Ins to be Approved and Saved in MST. The new functionality is the same business logic for those designated Sales Consultants who can adjust APRs and adjust Vehicle Selling Price. These designated Sales Consultants will only get this new Trade-In functionality if approved by the dealerships management team and given special access via StaffMaster.

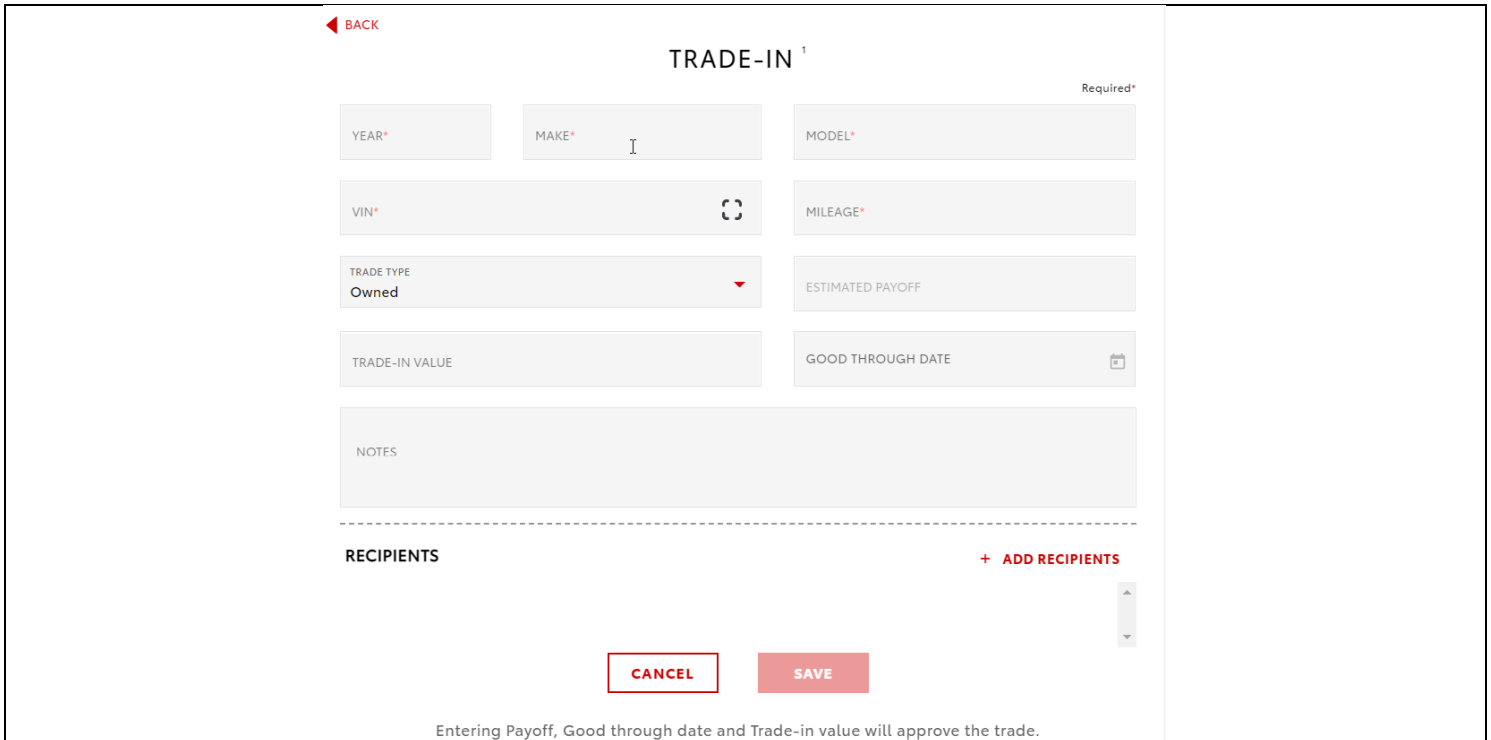
The ideal Sales Consultant for this functionality is one who already does Fleet Business, Fleet-tail, detailed BDC Leads, or a tenured professional who is given permission to streamline the sales process with proven responsibilities. The goal of this functionality is to reduce the extra time it could take to have Trade-Ins approved in Management Console and save the Sales Managers time when a tenured sales professional is working the deal with a customer.

MST users would need to be assigned the RTI Online Sales user role, in a Dealer with the Auto Approve Trade configuration set to 'Yes' to now see Trade-In's Approved w/o requiring the Trade-In to be sent to Management Console for Approval. This does require completing additional fields.

If Trade Type is Owned, completing Year, Make, Model, VIN, Mileage, Trade-In Value and clicking 'Save' will auto approve the trade.

Please note: Estimated Payoff and Good Through Date are disabled if Trade Type is Owned. Trade-In Value is NOT a required field. If it is not entered, the Trade-In entered will be saved but will be 'Pending'.

Notes



TRADE-IN ¹

Required*

YEAR* MAKE* MODEL*

VIN* MILEAGE*

TRADE TYPE
Owned

ESTIMATED PAYOFF

TRADE-IN VALUE GOOD THROUGH DATE

NOTES

RECIPIENTS + ADD RECIPIENTS

CANCEL SAVE

Entering Payoff, Good through date and Trade-in value will approve the trade.

If Trade Type is Currently Financing or Currently Leasing, completing Year, Make, Model, VIN, Mileage, Estimated Payoff, Trade-In Value, Good Through Date, and clicking 'Save' will auto approve the trade.

Please note: Estimated Payoff, Trade-In Value, and Good Through Date are NOT required fields. If they are not entered, the Trade-In entered will be saved but will be 'Pending'.

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TRADE-IN ¹ Required*

YEAR*	MAKE*	MODEL*
VIN* <input type="text"/>	<input type="text"/>	MILEAGE*
TRADE TYPE Currently Financing ▼	ESTIMATED PAYOFF	
TRADE-IN VALUE	GOOD THROUGH DATE <input type="text"/>	
NOTES		

RECIPIENTS + ADD RECIPIENTS

Entering Payoff, Good through date and Trade-in value will approve the trade.



Users will get the following message when the 'Save' button is clicked, dependent on the fields entered, indicating if it was Saved or Approved.

<p>×</p> <p>Success!</p> <p>Trade saved successfully.</p> <p><input type="button" value="OK"/></p>	<p>×</p> <p>Success!</p> <p>Trade approved successfully.</p> <p><input type="button" value="OK"/></p>
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View in MST:

Notes

YOUR CURRENT TRADE-INS:

	2022 nissan roan VIN: NOTAVAILABLE2222 TRADE-IN OFFER: PROCESSED APPRAISAL VALUE: \$20,000.00 PAYOFF QUOTE: \$0.00	Approved
	2019 toyota tacoma VIN: NOTAVAILABLE4444 TRADE-IN OFFER: PENDING ESTIMATED VALUE: PAYOFF QUOTE: \$0.00	Saved

View in Management Console:

Activity +	VIN/Stock Number	Sale Type	Purchase Type	Trade Value	Customer	Status	Online Status
Today 6:38:17 PM	 2022 Corolla Cross LE	New	Trade	20000	angela trades	Pending Review	Initiated
Today 5:58:33 PM	 2023 Camry LE AWD	New	Trade	20000	angela trades	Initiated	Initiated
Today 5:58:33 PM	 2023 Camry LE AWD	New	Trade - Finance	40000	angela trades	Initiated	Initiated
Today 2:14:17 PM	 No image available	Trade	Trade	12000	Brian Smartpath	Trade Approved	Initiated

Bug Fixes & Additional Enhancements

- Update of Label Text from 'Pre-Owned' to 'Used'
- Display 'CAMPAIGN' label for VIN's marked as CAMPAIGN in DD365
- Resolution of bug in Stock Number Search
- Resolution of bug in Rate override in certain scenarios

Notes

Reminders

REMINDERS

To contact Premier Support

- By email: send a message to PremierCare@toyota.com
- By phone: call 1-877-DLDAILY (1-877-353-2459), choose Option 2