

Introducing Lead Locator

*A new dealer portal feature to
 Fast-Track financing for online applicants!*

Every day online applicants are pre-approved and prequalified at SheffieldFinancial.com. As these applicants visit your dealership, Lead Locator allows you to fast-track the financing process by pulling the applicant's information into your dealer portal.

Lead Locator:

- Saves you time
- Fast-tracks the financing process by allowing you to access pre-approved and prequalified online applicants when they arrive at your dealership with an application number.

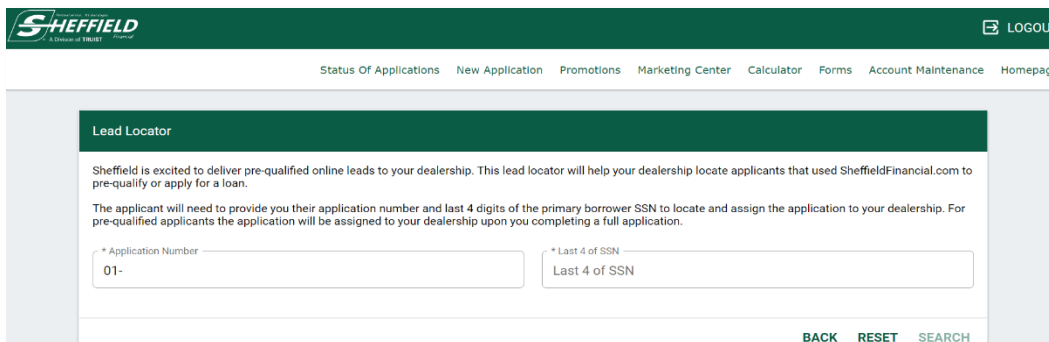
HOW to begin assigning pre-approved and prequalified applicants to your Dealer Portal:

Step 1: Applicant is pre-approved or prequalified through the online application at SheffieldFinancial.com.

Step 2: Applicant provides you their application number and the last 4 of their SSN.

Step 3: Input the 2 data points into the fields shown below and select the Search feature

Step 4: The applicant's information will be shown. Click Finalize to complete the financing process for the applicant. The applicant's information will be pulled into your dealer portal.



Sheffield Financial
 A Division of Truist

LOGOUT

Status Of Applications New Application Promotions Marketing Center Calculator Forms Account Maintenance Homepage

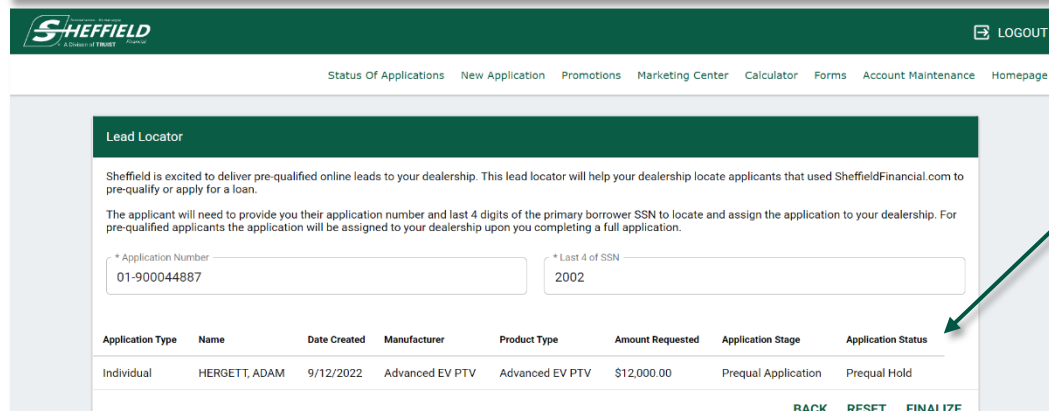
Lead Locator

Sheffield is excited to deliver pre-qualified online leads to your dealership. This lead locator will help your dealership locate applicants that used SheffieldFinancial.com to pre-qualify or apply for a loan.

The pre-qualified applicant will need to provide you their application number and last 4 digits of the primary borrower SSN to locate and assign the application to your dealership. For pre-qualified applicants the application will be assigned to your dealership upon you completing a full application.

* Application Number: 01-
 * Last 4 of SSN: Last 4 of SSN

BACK RESET SEARCH



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* Application Number: 01-900044887
 * Last 4 of SSN: 2002

Application Type	Name	Date Created	Manufacturer	Product Type	Amount Requested	Application Stage	Application Status
Individual	HERGETT, ADAM	9/12/2022	Advanced EV PTV	Advanced EV PTV	\$12,000.00	Prequal Application	Prequal Hold

BACK RESET FINALIZE

Quick Guide Application Status

Prequalified: Applicant prequalified with no impact to their credit (soft credit inquiry). Next step is to finalize the full credit application with a hard credit inquiry. Click Finalize to have applicant's info pulled into your dealer portal.

Prequal Hold: A soft credit inquiry was run, but we need additional information to make a decision. Next step is to finalize the full credit application with a hard inquiry. Click Finalize to have applicant's info pulled into your dealer portal.

Counter Offer: Applicant submitted a full credit application with a hard inquiry. Next step is to click Finalize to finish up the financing.