Personal service... It's that simple.

SHEFFIELD Financial

A division of Truist

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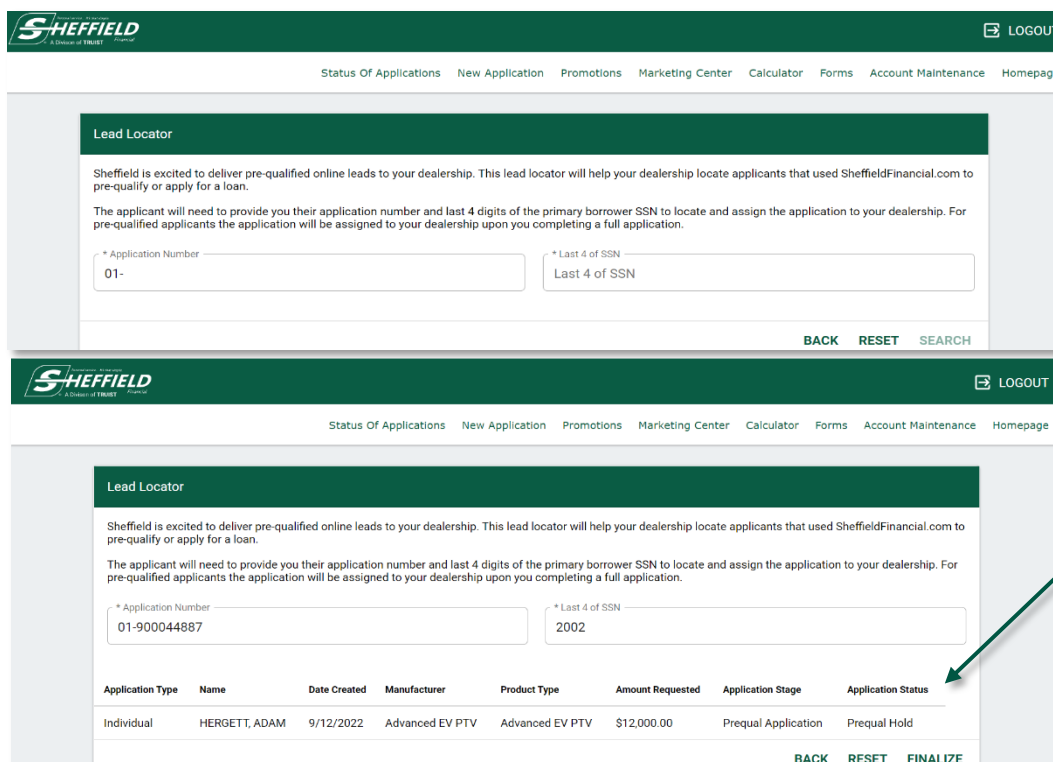
HOW to begin assigning pre-approved and prequalified applicants to your Dealer Portal:

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.

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.

Sheffield Financial is a division of Truist Bank, Member FDIC. © 2023 Truist Financial Corporation.
Sheffield Financial, Truist and the Sheffield Financial logo are service marks of Truist Financial Corporation.