

# 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.

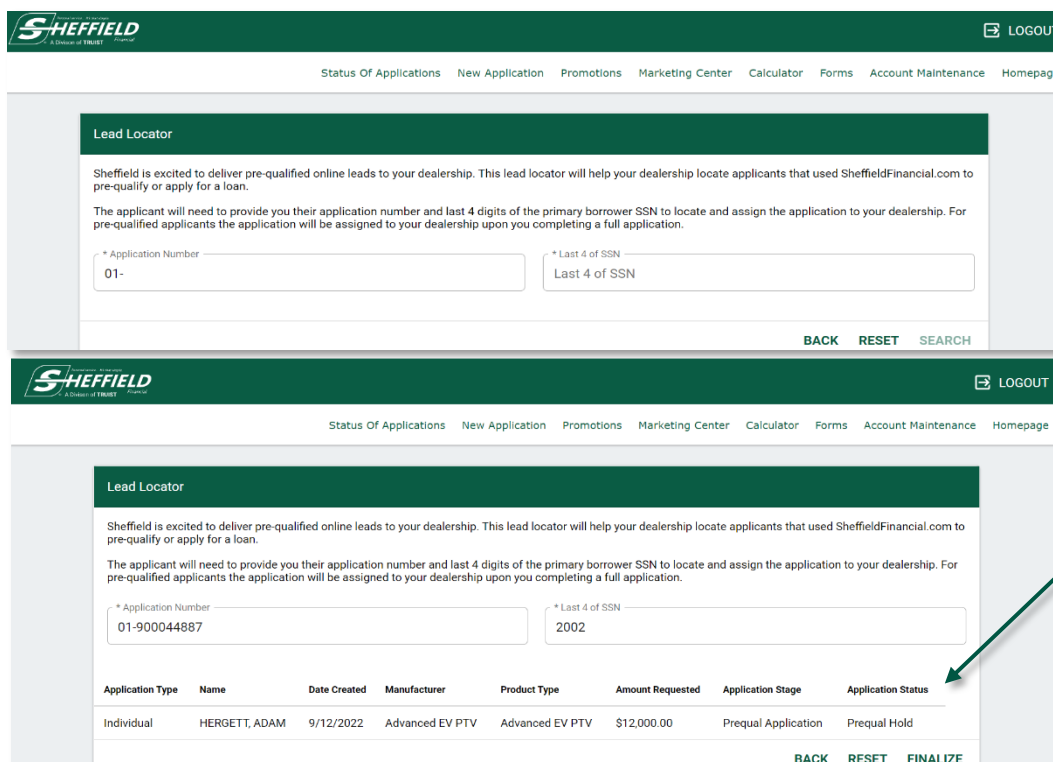
**HOW** to begin assigning pre-approved and prequalified applicants to your Dealer Portal:

**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.



**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 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

---

**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 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: 01-900044887  
 \* 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.