



FSP

Quick Reference Guide

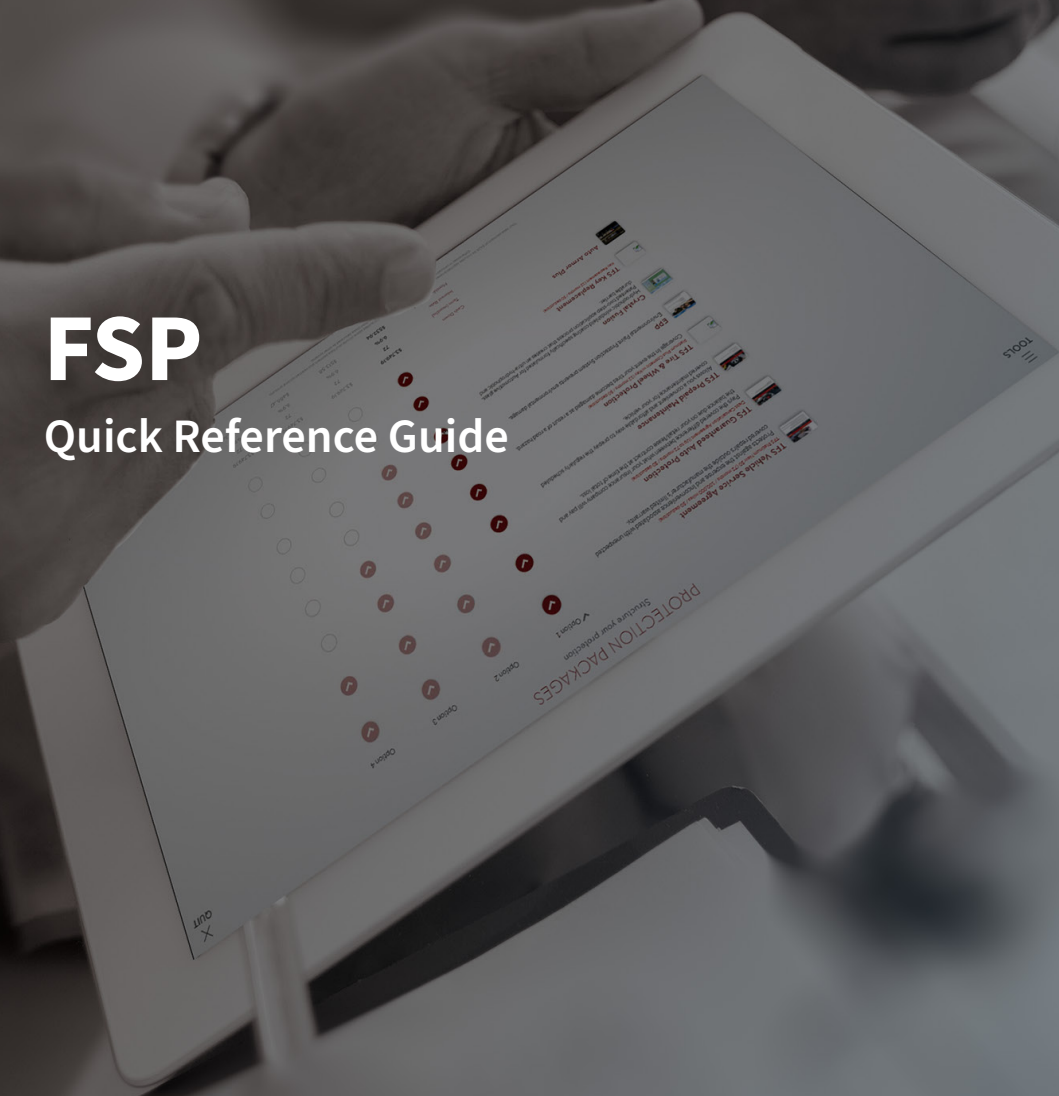


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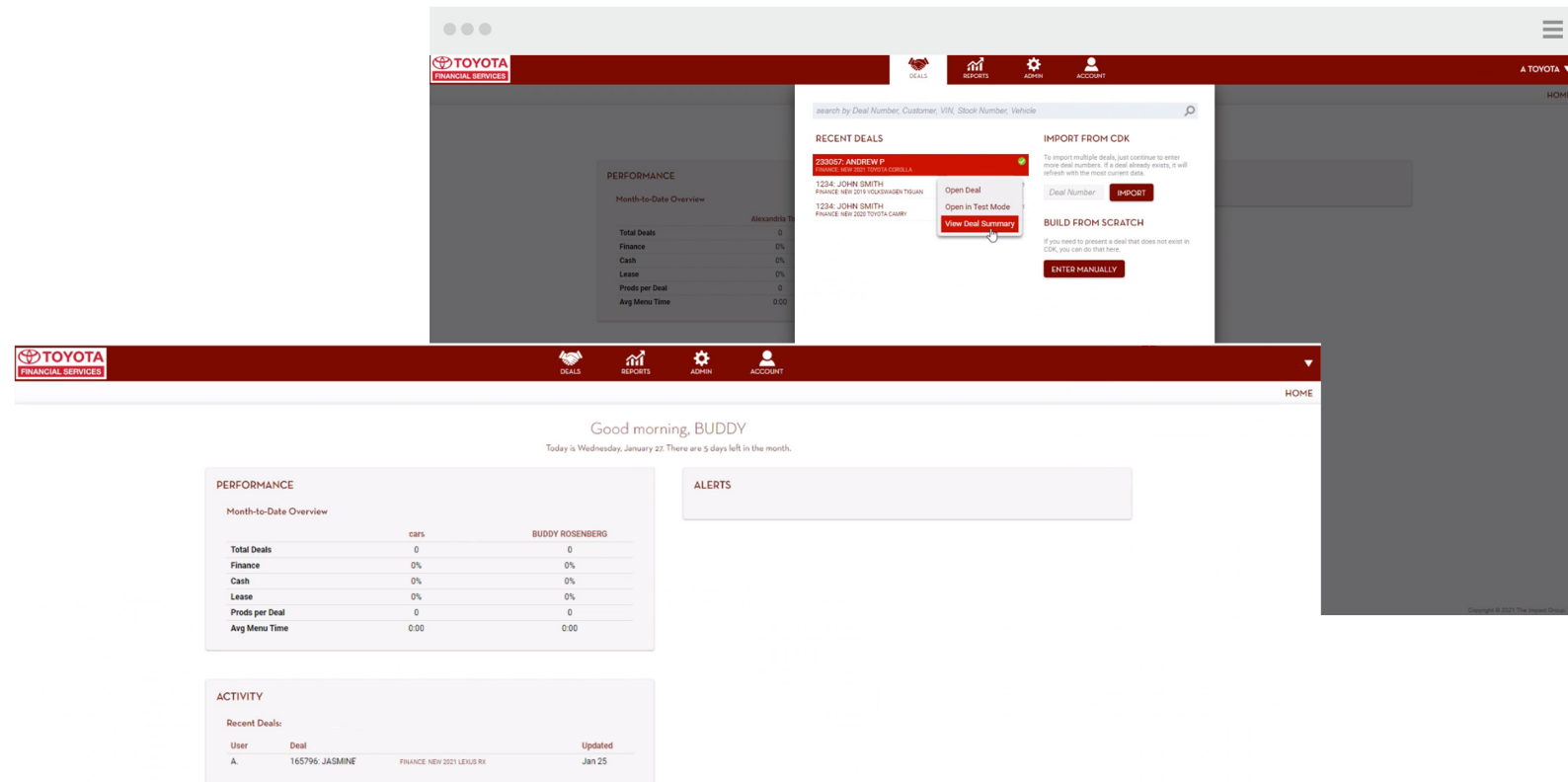
Overview

FSP by StoneEagle is Toyota Financial Services' latest, most advanced F&I presentation tool.

DASHBOARD

Your initial landing page providing an instant view of performance data.

- Month-to-Date Performance Overview
- See Recent Activity
- Review any current Alerts



DEALS SCREEN

Step-by-Step Deal Creation

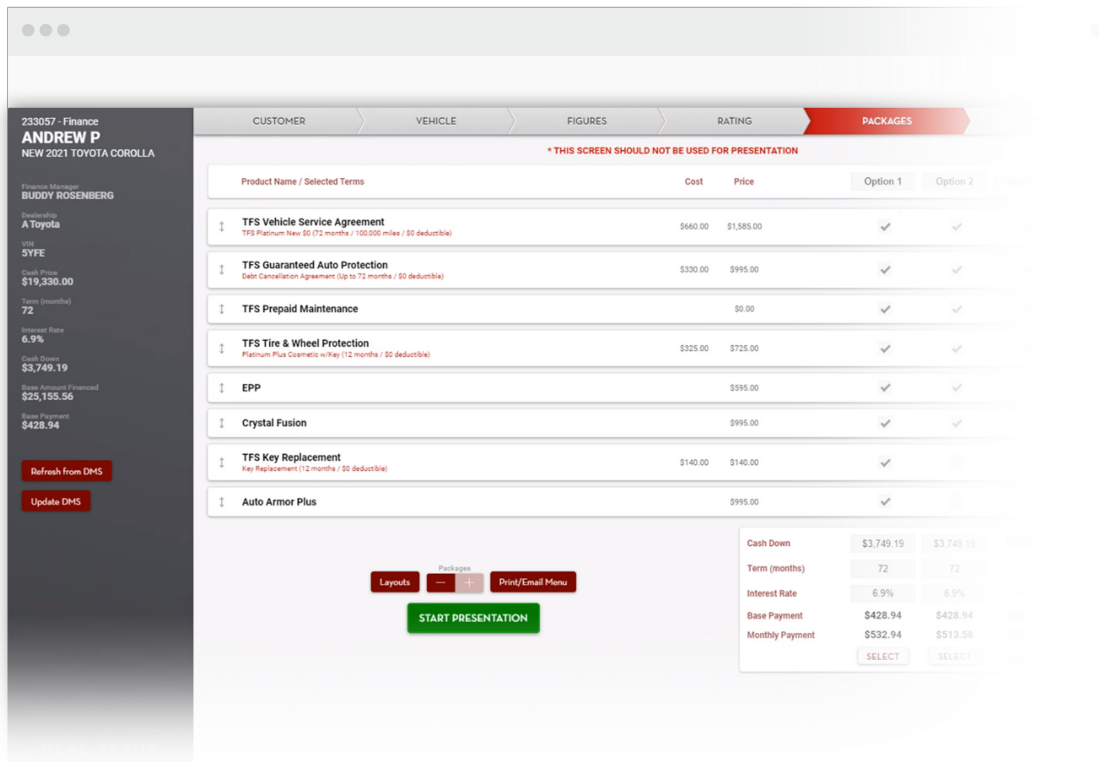
- Customer Information
- Vehicle Details
- Pricing Figures
- Product Rating
- Packages

PRODUCT RATING

Detailed Rating Information

- Select from all available products and packages
- Specify Terms

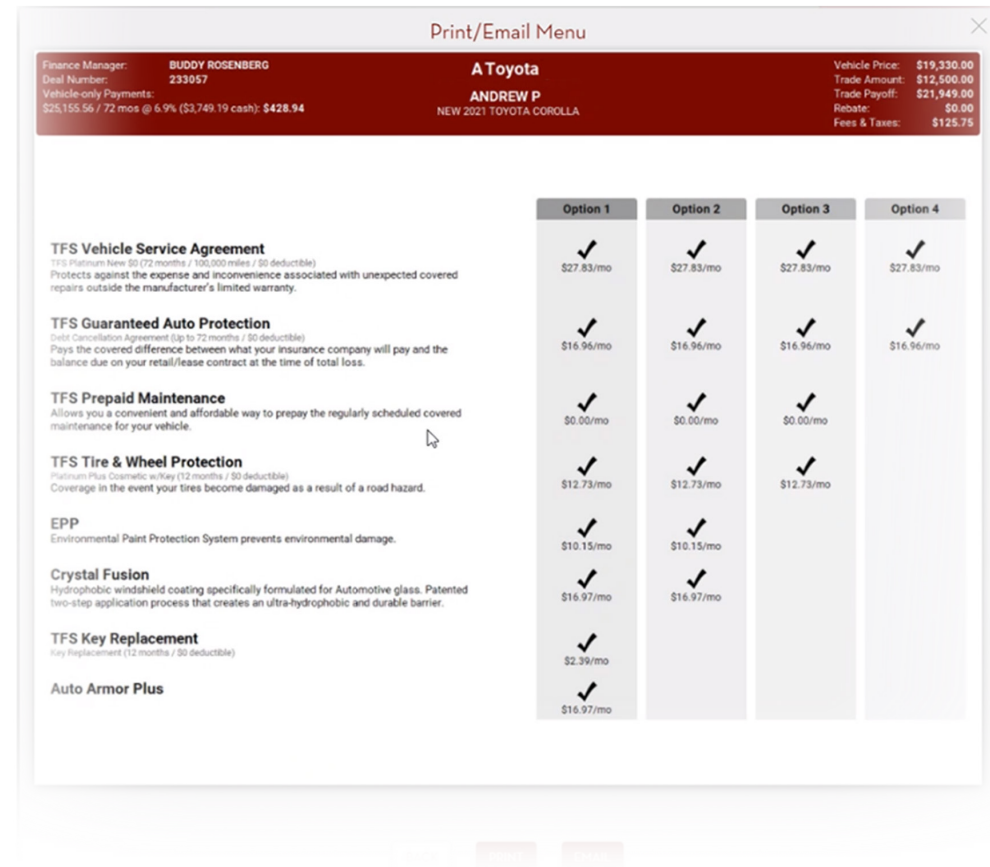
PRESENTATION SETUP



Simple Presentation Configuration

- Select and arrange selected products based on the customer's needs
- Quickly adjust packages and select applicable options

PRINT MENU



Printable Menu Option

- View, print and email your configured menu presentation

INTERACTIVE MENU

PROTECTION PACKAGES
Structure your protection

	Option 1	Option 2	✓ Option 3	Option 4
TFS Vehicle Service Agreement <small>TFS Platinum New \$0 (72 months / 100,000 miles / \$0 deductible)</small> Protects against the expense and inconvenience associated with unexpected covered repairs outside the manufacturer's limited warranty.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
TFS Guaranteed Auto Protection <small>Debt Cancellation Agreement (Up to 72 months / \$0 deductible)</small> Pays the covered difference between what your insurance company will pay and the balance due on your retail lease contract at the time of total loss.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
TFS Prepaid Maintenance Allows you a convenient and affordable way to prepay the regularly scheduled covered maintenance for your vehicle.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TFS Tire & Wheel Protection <small>Platinum Plus Cosmetic w/Key (12 months / \$0 deductible)</small> Coverage in the event your tires become damaged as a result of a road hazard.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
EPP Environmental Paint Protection System prevents environmental damage.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Crystal Fusion Hydrophobic windshield coating specifically formulated for Automotive glass. Patented two-step application process that creates an ultra-hydrophobic and durable barrier.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TFS Key Replacement <small>Key Replacement (12 months / \$0 deductible)</small>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Auto Armor Plus	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cash Down	\$3,749.19	\$3,749.19	\$3,749.19	\$3,749.19
Term (months)	72	72	72	72
Interest Rate	6.9%	6.9%	6.9%	6.9%
Monthly Payment¹	\$532.94	\$513.58	\$488.86	\$473.74

Your base payment of \$428.94 includes applicable taxes, fees and interest. The monthly payment(s) quoted above include your base payment plus selected optional products. Differences in calculation methods may cause payments to vary slightly from those calculated by other systems.

1. Monthly Payment includes purchased optional products, plus taxes and applicable interest.

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Customizable to suit your needs

- Edit selection with the customer
- Real-time recalculation of costs and totals

DEAL SUMMARY

DEAL SUMMARY

Buyer	ANDREW P	Cash Price	
Vehicle	NEW 2021 TOYOTA COROLLA	Cash Down	
Presentation Start	1/27/21 10:18:31 AM	Trade Amount	
Indirect Lender ¹	TOYOTA MOTOR CREDIT CORP	Trade Payoff	
Term (months)	72	Amount Financed	
Interest Rate	6.9%		
Base Payment ²	\$428.94		

Selected for Purchase	Monthly Payment	NOT Selected for Purchase
TFS Vehicle Service Agreement <small>TFS Platinum New \$0 72 months / 100,000 miles / \$0 deductible</small>	\$27.84/mo	TFS Prepaid Maintenance
TFS Guaranteed Auto Protection <small>Debt Cancellation Agreement Up to 72 months / \$0 deductible</small>	\$16.97/mo	EPP
TFS Tire & Wheel Protection <small>Platinum Plus Cosmetic w/Key 12 months / \$0 deductible</small>	\$12.73/mo	Crystal Fusion
TFS Key Replacement <small>Key Replacement 12 months / \$0 deductible</small>	\$2.39/mo	Auto Armor Plus
	Monthly Payment³	
	\$488.86	

1. The dealership will be the initial Creditor. The designated indirect lender shown is the anticipated assignee. The assignee may vary.

2. Base Payment includes taxes and applicable interest. *Optional products not included.

3. Monthly Payment includes purchased optional products, plus taxes and applicable interest.

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Review the Customer's Selected Package

- Perform a review with the customer and finalize the deal!



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CONTACT & SUPPORT

Have questions? Get in Touch with a human
855-937-8729, support@se-fi.com
or se-fi.com/support

Want to learn more about our other applications
and see how they can simplify your business
855-937-8729, se-fi.com/support,
or se-fi.com/schedule-demo