



Dealertrack
by Cox Automotive

How to get the most from Accelerated Title

5 Easy Steps. This guide provides steps to take full advantage of Accelerated Title — with the goal of saving your dealership time, while driving profits.

Now let's get started!

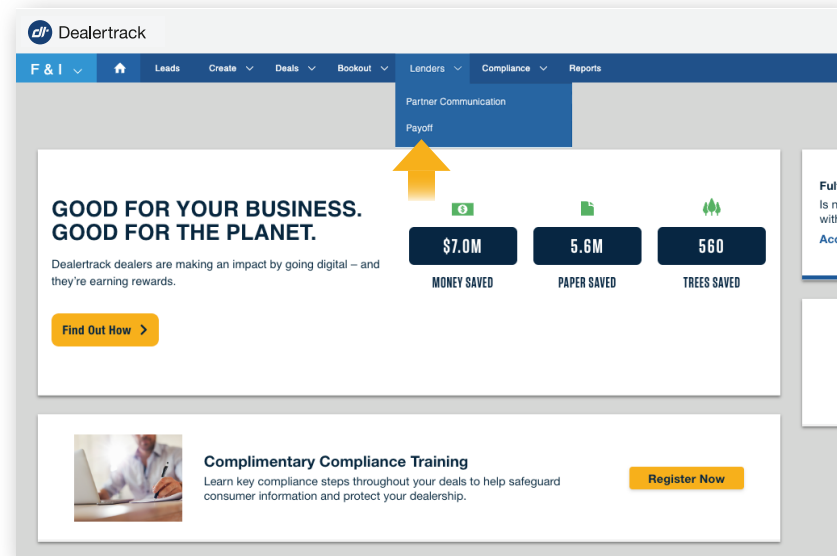


The Power of One | Cox Automotive

Step 1: Select Payoff Quote

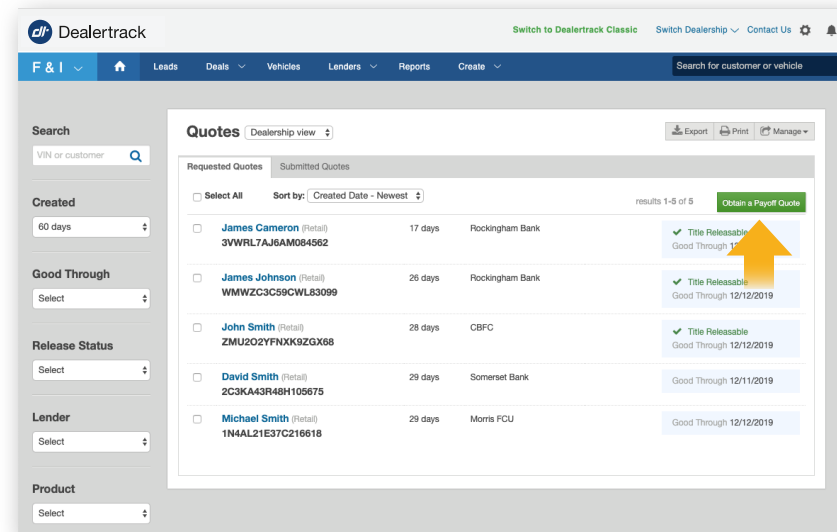
A | Log in to Dealertrack

Once logged in, select the **Lenders** tab and then click **Payoff** located underneath.



B | Obtain a Quote

On the Quotes page, start a new quote request by clicking the **Obtain a Payoff Quote** button. Alternatively, you can search for a saved Payoff Quote by customer name or VIN.



Step 2: Request Customer Quote

A | Confirm Lender Participation

Confirm the lender is active on Accelerated Title. This is indicated by a blue bar that appears next to the lender name.

B | Enter Customer Information

Next, enter the two customer information fields, read the agreement section, and check the acknowledgement box. Select the **Customer Quote** button to submit the request.

C | Review Customer Details

Review the resulting customer details in the lender record and confirm a positive match by selecting **Yes**.

Dealertrack

Switch to Dealertrack Classic Switch Dealership Contact Us

F & I Leads Deals Vehicles Lenders Reports Create Search for customer or vehicle

Payoff Quotes

Request a Payoff Quote

Lenders: Rockingham Bank This lender supports electronic and paper releases for Accelerated Title.

Product: Retail or Balloon Lease

Customer Information: Last Name / Account Number

Account Number: Last 4 Digits 1249

Last Name: Flores

ZIP Code: optional

Agreement: Lender cannot disclose any customer's payoff information without the customer's consent. When I, the dealer, click on the "Customer Quote" button, I acknowledge and agree that I have received the customer's consent to obtain this payoff information from Lender.

Accelerated Title - Payoff amounts presented are subject to change based on actual date of payoff. A new payoff quote will be obtained at time of submission to confirm the most accurate payoff information.

I acknowledge and agree that I have received the customer's consent to obtain this payoff information from Lender.

Customer Quote

Dealertrack

Switch to Dealertrack Classic Switch Dealership Contact Us

F & I Leads Deals Vehicles Lenders Reports Create Search for customer or vehicle

Payoff Quotes

Rockingham Bank

Customer Information

First Name	Daniel	VIN	3BN3EZXFOHES7LP1TW
Last Name	Flores	Year	2012
Address	6578 Chapman Street	Make	Chevy
City	Houston	Model	Equinox
State	TX	Trim	-
Zip Code	77002		

Vehicle Information

Is this the correct account?

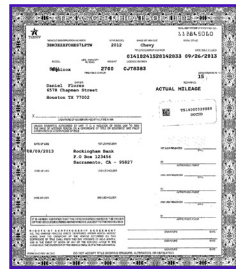
Yes No

Step 3: Review Quote

Review the **Payoff Quotes** summary screen including title, customer, payment, and shipping information.

A | View Title Details

The **View Title Image** link under Title Information section features a pdf file that includes both sides of the paper title for review.



B | Check Customer Information

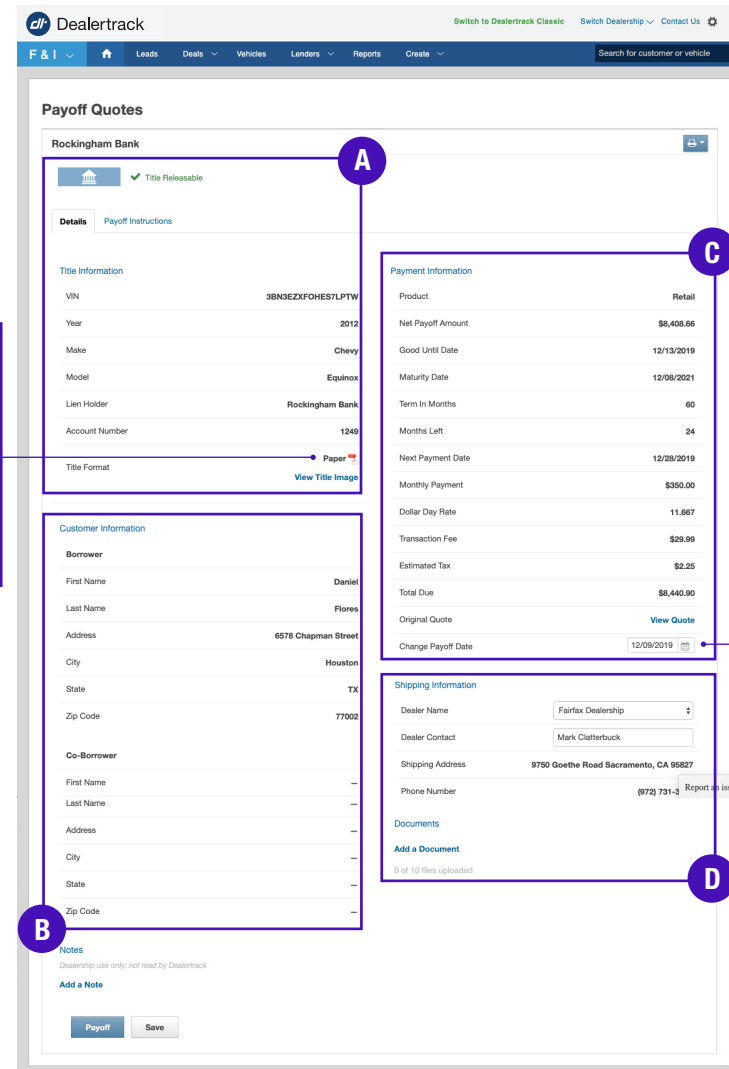
The customer information associated with the quote is confirmed here.

C | Accurate Payoff Amount

Payment information indicates the payoff amount based on the current date. The payoff amount will automatically update upon selecting a new date. The quote can be saved for up to 60 days.

D | Shipping Information

Confirm the ship-to address for title delivery here.



Rockingham Bank ✓ Title Releaseable

Details | Payoff Instructions

Title Information

VIN	3BN3EZF0HES7LPTW
Year	2012
Make	Chevy
Model	Equinox
Lien Holder	Rockingham Bank
Account Number	1249
Title Format	Paper

[View Title Image](#)

Payment Information

Product	Retail
Net Payoff Amount	\$8,408.66
Good Until Date	12/13/2019
Maturity Date	12/08/2021
Term in Months	60
Months Left	24
Next Payment Date	12/29/2019
Monthly Payment	\$350.00
Dollar Day Rate	11.667
Transaction Fee	\$29.99
Estimated Tax	\$2.25
Total Due	\$8,440.90
Original Quote	View Quote
Change Payoff Date	12/09/2019

Customer Information

Borrower

First Name	Daniel
Last Name	Flores
Address	6578 Chapman Street
City	Houston
State	TX
Zip Code	77002

Co-Borrower

First Name	
Last Name	
Address	
City	
State	
Zip Code	

Shipping Information

Dealer Name	Fairfax Dealership
Dealer Contact	Mark Clatterback
Shipping Address	9750 Goethe Road Sacramento, CA 95827
Phone Number	(972) 731-4

Documents

[Add a Document](#)

0 of 10 files uploaded

Notes

DealerShip use only; not read by Dealertrack

[Add a Note](#)

[Payoff](#) [Save](#)

December 2019

Su	Mo	Tu	We	Th	Fr	Sa
24	25	26	27	28	29	30
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

Step 4: Submit Payment

A | Click to Submit

Confirm data on the Payoff Quote summary screen and select the **Payoff** button to proceed to payment.*

The screenshot shows a 'Payoff Quote' summary screen. On the left, there are fields for 'First Name' (Daniel), 'Last Name' (Flores), 'Address' (6578 Chapman Street), 'City' (Houston), 'State' (TX), 'Zip Code' (77002), and 'Co-Borrower' information. On the right, there are fields for 'Estimated Tax' (\$2.25), 'Total Due' (\$8,440.90), 'Original Quote' (with a 'View Quote' link), 'Change Payoff Date' (12/09/2019), 'Shipping Information' (Dealer Name: Fairfax Dealership, Dealer Contact: Mark Clatterback, Shipping Address: 9750 Goethe Road Sacramento, CA 95827, Phone Number: (972) 731-3000), and 'Documents' (Add a Document, 0 of 10 files uploaded). At the bottom left, there is a 'Notes' section with an 'Add a Note' link. At the bottom center, there are two buttons: 'Payoff' and 'Save'. A yellow arrow points to the 'Payoff' button.

B | Confirmation Screen

Selecting **Submit** completes the transaction and payment is sent to the lender via ACH transfer.

The screenshot shows a 'Confirm Pay Off' modal window. The 'Pay to:' field is 'Rockingham Bank'. The 'Payoff Amount' is \$8,406.66, 'Transaction Fee' is \$29.99, 'Tax Amount' is \$2.25, and 'Total Due' is \$8,440.90. Below this, there is a detailed disclaimer: 'By clicking "Submit" you give Dealertrack, Inc. (and/or its agents) permission to debit your account for the amount indicated on or after today's date. This is permission for a single transaction only, including payoff amount, fees and taxes as noted above, and does not provide authorization for any additional unrelated debits or credits to your account. You understand that because this is an electronic transaction, these funds may be withdrawn from your account as soon as today. In the case of the payment being rejected for Non-Sufficient Funds (NSF) you agree to an additional charge in accordance with your contract for Dealertrack Accelerated Title ("the Contract"), which will be initiated as a separate transaction from the authorized payment and you understand that Dealertrack (and/or its agents) may at its discretion attempt to process the charge again within 30 days, and agree to an additional charge for each attempt returned NSF. You acknowledge that the origination of ACH transactions to your account must comply with applicable law. You will not dispute Dealertrack's charges with your bank so long as the charges comply with the terms indicated in the Contract. You understand that for any items that are disputed there may be a fee assessed in accordance with the Contract.' At the bottom of the modal, there are 'Submit' and 'Cancel' buttons. A yellow arrow points to the 'Submit' button.

* Note: the Payoff button is available only to those solution users pre-selected by the dealership's admin

Step 5: Receive Title

A | Faster Title Turn

Once payment is received, title is released the same day to the dealer address indicated within the shipping information on the Payoff Quote summary screen. The whole process typically takes a few days to complete, allowing the dealer to remarket the trade-in vehicle as fast as the same week.



Need more support?

Contact our Accelerated Title Client Services team at:

AT-DealerSupportRequest@coxautoinc.com | 877-507-3289



Need help?

Contact our Accelerated Title Client Services team at:
AT-DealerSupportRequest@coxautoinc.com | 877-507-3289

dealertrack.com

