



# **KELLEY**

**REMOVE LEASE OPTION FROM PROPOSAL**

# NOTE

- ▶ Several Managers have conveyed that Lease Options occasionally show when printing a proposal for used vehicles in Legacy Desking. To remove this, please follow the steps below (see following slides for visual):
  1. In the Desk, Select the Pencil Icon next to the vehicle of interest and select "Edit Interested Vehicle"
  2. Under the "Verify Vehicle" menu, change the vehicle from "Used" to "New" then select done
  3. This will cause lease options to appear on the desk. Deselect all Lease options by unchecking the boxes
  4. Select Calculate
- ▶ The proposal will now print without lease options. If you have any questions or feedback, please contact me.



Generic Retail

Retail Cash Deal - OH

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CALCULATE

Cash

|                    |      |                          |
|--------------------|------|--------------------------|
| Payment            | Roll | \$12,914.58              |
| Profit             |      | -\$1,550.86              |
| Vehicle Profit     |      | -\$2,184.86              |
| Accessories Profit |      | \$634.00                 |
| Trade Profit       |      | \$0.00                   |
| Warranty Profit    |      | \$0.00                   |
| Manual Cash        |      | 0                        |
| Options            |      |                          |
| Rate Market        | Auto | ▼                        |
| Miles              |      | 112765                   |
| Adj. Market Value  |      | 0                        |
| Certified Preowned |      | <input type="checkbox"/> |
| Loaner Vehicle     |      | <input type="checkbox"/> |

| Retail                   |      |      |        |  |    |          |          |          |
|--------------------------|------|------|--------|--|----|----------|----------|----------|
|                          | Term | Rate | Rebate |  | \$ | \$ 1000  | \$ 2000  | \$ 3000  |
| <input type="checkbox"/> | 36   | 12   | 0      |  |    | \$397.71 | \$364.33 | \$330.95 |
| <input type="checkbox"/> | 48   | 12   | 0      |  |    | \$315.33 | \$288.86 | \$262.39 |
| <input type="checkbox"/> | 60   | 12   | 0      |  |    | \$266.36 | \$244.00 | \$221.65 |
| <input type="checkbox"/> | 72   | 12   | 0      |  |    | \$234.10 | \$214.45 | \$194.80 |



Date: 5/9/2024  
Salesperson: Luke Crandall  
Manager: Tommy Dent

### Customer

Name: Mark Wells Phone: \_\_\_\_\_  
Address: 1429 Huntington Dr Findlay OH 45840 Work: \_\_\_\_\_  
Email: mark.wells@pepsico.com Cell: (419) 705-3612

### Vehicle

Stock: J1963C1 New/Used: Used  
VIN: 2GNALCEK6H6199086  
Vehicle: 2017 CHEVROLET EQUINOX  
Type: \_\_\_\_\_  
Mileage: 112765 Color: Summit White

### Trade In

Payoff: \$0.00  
VIN: \_\_\_\_\_  
Vehicle: \_\_\_\_\_  
Type: \_\_\_\_\_  
Mileage: \_\_\_\_\_ Color: \_\_\_\_\_

Proposal incorrectly displays  
Lease Options

| Lease Payment          |        | Estimated  |            |            |
|------------------------|--------|------------|------------|------------|
| Drive Off              |        | \$1,000.00 | \$2,000.00 | \$3,000.00 |
| 24Mo/12000Mi<br>Rebate | \$0.00 | \$0.00     | \$0.00     |            |
| 36Mo/12000Mi<br>Rebate | \$0.00 | \$0.00     | \$0.00     |            |
| 39Mo/12000Mi<br>Rebate | \$0.00 | \$0.00     | \$0.00     |            |
| Cash Option            |        |            |            |            |
| \$12,914.58            |        |            |            |            |

Market Value: \$10,500.00  
Selling Price: \$10,500.00  
Forever New: \$999.00  
Maintenance (24/30K): \$448.00  
Total Purchase: \$11,947.00  
Trade Allowance: (\$0.00)  
Trade Difference: \$11,947.00

Doc Fee: \$237.00  
Tax: \$700.58

Title Fee: \$15.00  
License Fee: \$15.00  
Total Price: \$12,914.58  
Trade Payoff: \$0.00  
Deposit: (\$0.00)  
Balance: \$12,914.58

By signing this authorization form, you certify that the above personal information is correct and accurate, and authorize the release of credit and employment information. By signing above, I provide to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic verbal and written communications including but not limited to email, text messaging, SMS, phone calls and direct mail. Terms and conditions subject to credit approval. For information only. This is not an offer or contract for sale.



Edit Interested Vehicle

**MW** Mark Wells  
Deal #519272 / Cust #3...  
Bureau 0

+ Add CoBuyer

 **Used 2017 Chevrolet Equinox**  
56 days / #J1963C1 / 2GNALCEK6H6199086

+ 

Generic Retail  
Retail Cash Deal - OH

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|                         |                    |
|-------------------------|--------------------|
| <b>Cash Price</b>       | <b>\$11,947.00</b> |
| List Price              | 10500.00           |
| Vehicle Cost            | 12684.86           |
| Selling Price           | 10500.00           |
| Warranty                | \$0.00             |
| Accessories             | \$1,447.00         |
| <b>Fees and Taxes ⓘ</b> | <b>\$967.58</b>    |
| Fees                    | \$267.00           |
| Taxes (5.75%)           | \$700.58           |
| <b>Equity</b>           | <b>\$0.00</b>      |
| Deposit                 | 0                  |
| Rebate                  | 0                  |
| Trade                   | \$0.00             |
| <b>Balance Due</b>      | <b>\$12,914.58</b> |

|                    |                          |
|--------------------|--------------------------|
| <b>Payment</b>     | <b>Roll \$12,914.58</b>  |
| <b>Profit</b>      | <b>-\$1,550.86</b>       |
| Vehicle Profit     | -\$2,184.86              |
| Accessories Profit | \$634.00                 |
| Trade Profit       | \$0.00                   |
| Warranty Profit    | \$0.00                   |
| Manual Cash        | 0                        |
| <b>Options</b>     |                          |
| Rate Market        | Auto ▾                   |
| Miles              | 112765                   |
| Adj. Market Value  | 0                        |
| Certified Preowned | <input type="checkbox"/> |
| Loaner Vehicle     | <input type="checkbox"/> |

Select Edit the pencil icon to Edit Interested Vehicle

Cash

| Rebate                                | Total       |
|---------------------------------------|-------------|
| <input checked="" type="checkbox"/> 0 | \$12,914.58 |

Retail

|                          | Term | Rate | Rebate | \$ | \$ 1000  | \$ 2000  | \$ 3000  |
|--------------------------|------|------|--------|----|----------|----------|----------|
| <input type="checkbox"/> | 36   | 12   | 0      |    | \$397.71 | \$364.33 | \$330.95 |
| <input type="checkbox"/> | 48   | 12   | 0      |    | \$315.33 | \$288.86 | \$262.44 |
| <input type="checkbox"/> | 60   | 12   | 0      |    | \$266.36 | \$244.00 | \$222.22 |
| <input type="checkbox"/> | 72   | 12   | 0      |    | \$234.10 | \$214.45 | \$194.44 |

## Verify Vehicle

Please verify the details of the selected vehicle before continuing.

Stock #J1963C1

VIN 2GNALCEK6H6199086

Used ▾ 2017 CHEVROLET EQUINOX  
New  
Used

DONE

Select "New"

Select "Done"

MW Mark Wells  
Deal #519272 / Cust #3...  
Bureau 0

+ Add CoBuyer

Used 2017 Chevrolet  
56 days / #J1963C1

Generic Retail  
Retail Cash Deal - OH

|                  |             |
|------------------|-------------|
| Cash Price       | \$11,947.00 |
| List Price       | 10500.00    |
| Vehicle Cost     | 12684.86    |
| Selling Price    | 10500.00    |
| Warranty         | \$0.00      |
| Accessories      | \$1,447.00  |
| Fees and Taxes ⓘ | \$967.58    |
| Fees             | \$267.00    |
| Taxes (5.75%)    | \$700.58    |
| Equity           | \$0.00      |
| Deposit          | 0           |
| Rebate           | 0           |
| Trade            | \$0.00      |
| Balance Due      | \$12,914.58 |

CALCULATE

Cash

| Rebate                                | Total       |
|---------------------------------------|-------------|
| <input checked="" type="checkbox"/> 0 | \$12,914.58 |

Retail

| Term                        | Rate | Rebate | \$ | \$ 1000  | \$ 2000  | \$ 3000  |
|-----------------------------|------|--------|----|----------|----------|----------|
| <input type="checkbox"/> 36 | 12   | 0      |    | \$397.71 | \$364.33 | \$330.95 |
| <input type="checkbox"/> 48 | 12   | 0      |    | \$315.33 | \$288.86 | \$266.36 |
| <input type="checkbox"/> 60 | 12   | 0      |    | \$266.36 | \$244.00 | \$222.22 |
| <input type="checkbox"/> 72 | 12   | 0      |    | \$234.10 | \$214.45 | \$194.44 |

**KELLEY**  
AUTOMOTIVE GROUP

**Mark Wells**  
Deal #519272 / Cust #3...  
Bureau 0

Add CoBuyer

**Used 2017 Chevrolet Equinox**  
56 days / #J1963C1 / 2GNALCEK6H6199086

Recalculate for updated results.

CALCULATE

|                       |                    |
|-----------------------|--------------------|
| <b>Cash Price</b>     | <b>\$11,947.00</b> |
| MSRP                  | 10500.00           |
| Vehicle Cost          | 12684.86           |
| Selling Price         | 10500.00           |
| Warranty              | \$0.00             |
| Accessories           | \$1,447.00         |
| <b>Fees and Taxes</b> | <b>\$967.58</b>    |
| Fees                  | \$267.00           |
| Taxes (5.75%)         | \$700.58           |
| <b>Equity</b>         | <b>\$0.00</b>      |
| Deposit               | 0                  |
| Rebate                | 0                  |
| Trade                 | \$0.00             |
| <b>Balance Due</b>    | <b>\$12,914.58</b> |

|                    |                         |
|--------------------|-------------------------|
| <b>Payment</b>     | <b>Roll \$12,914.58</b> |
| <b>Profit</b>      | <b>-\$1,550.86</b>      |
| Vehicle Profit     | -\$2,184.86             |
| Accessories Profit | \$634.00                |
| Trade Profit       | \$0.00                  |
| Warranty Profit    | \$0.00                  |
| Manual Cash        | 0                       |
| <b>Options</b>     |                         |
| Rate Market        | Auto                    |
| Demo Miles         | 112765                  |
| Adj. Market Value  | 0                       |

Now, Lease options re-appear and allow us to deselect all Lease Options. Uncheck All, then click, "Calculate"

Cash

| Rebate                                | Total       |
|---------------------------------------|-------------|
| <input checked="" type="checkbox"/> 0 | \$12,914.58 |

Retail

|                          | Term | Rate | Rebate | \$ | \$ 1000  | \$ 2000  | \$       |
|--------------------------|------|------|--------|----|----------|----------|----------|
| <input type="checkbox"/> | 36   | 12   | 0      |    | \$397.71 | \$364.33 | \$331.11 |
| <input type="checkbox"/> | 48   | 12   | 0      |    | \$315.33 | \$288.86 | \$266.36 |
| <input type="checkbox"/> | 60   | 12   | 0      |    | \$266.36 | \$244.00 | \$221.11 |
| <input type="checkbox"/> | 72   | 12   | 0      |    | \$234.10 | \$214.45 | \$190.00 |

Lease

|                                     | Term | Miles | Res % | MF | Rebate | \$ | \$ 1000 | \$ 2000 | \$ |
|-------------------------------------|------|-------|-------|----|--------|----|---------|---------|----|
| <input checked="" type="checkbox"/> | 24   | 12000 | 0     | 0  | 0      |    | N/A     | N/A     |    |
| <input checked="" type="checkbox"/> | 36   | 12000 | 0     | 0  | 0      |    | N/A     | N/A     |    |
| <input checked="" type="checkbox"/> | 39   | 12000 | 0     | 0  | 0      |    | N/A     | N/A     |    |

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AUTOMOTIVE GROUP



Date: 5/9/2024  
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Manager: Tommy Dent

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VIN: 2GNALCEK6H6199086  
Vehicle: 2017 CHEVROLET EQUINOX  
Type: \_\_\_\_\_  
Mileage: 112765 Color: Summit White

### Trade In

Payoff: \$0.00  
VIN: \_\_\_\_\_  
Vehicle: \_\_\_\_\_  
Type: \_\_\_\_\_  
Mileage: \_\_\_\_\_ Color: \_\_\_\_\_

Cash Option

\$12,915.83

Market Value: \$10,500.00  
Selling Price: \$10,500.00  
Forever New: \$999.00  
Maintenance (24/30K): \$448.00  
Total Purchase: \$11,947.00  
Trade Allowance: (\$0.00)  
Trade Difference: \$11,947.00

Doc Fee: \$237.00  
Tax: \$700.58

Title Fee: \$15.00  
License Fee: \$15.00  
IN Tire Tax: \$1.25  
Total Price: \$12,915.83  
Trade Payoff: \$0.00  
Deposit: (\$0.00)  
Balance: \$12,915.83

Lease options no longer show

By signing this authorization form, you certify that the above personal information is correct and accurate, and authorize the release of credit and employment information. By signing above, I provide to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic verbal and written communications including but not limited to email, text messaging, SMS, phone calls and direct mail. Terms and conditions subject to credit approval. For information only. This is not an offer or contract for sale.



# Questions?

- ▶ Tommy Dent
- ▶ 260.417.0034
- ▶ [Tdent@KelleyAuto.com](mailto:Tdent@KelleyAuto.com)

