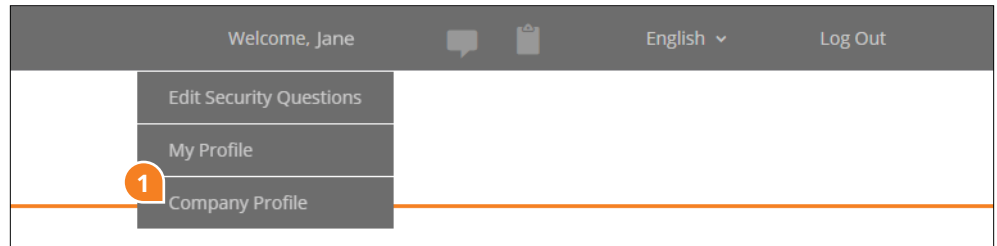**LGM**HUB

HUB's Quick Quote now supports Menu-Selling by allowing you to create multiple quotes for comparison for your customers. Using the Quick Quote Comparison Tool, you can create up to four different quotes for a single customer, include additional Third Party Products in each quote, and save quote templates for specific vehicles. Print your Comparison Quotes for a quick and easy side-by-side comparison view to review with your customers.
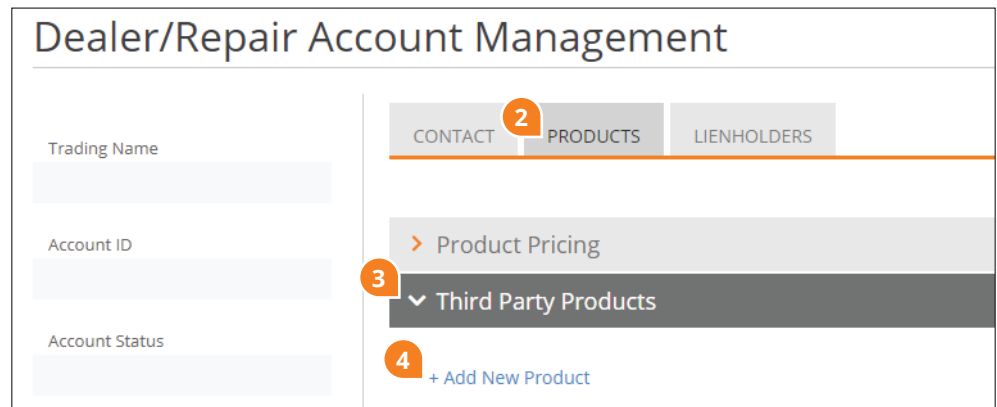
Step 1 of 4:
Set Up Third Party Products

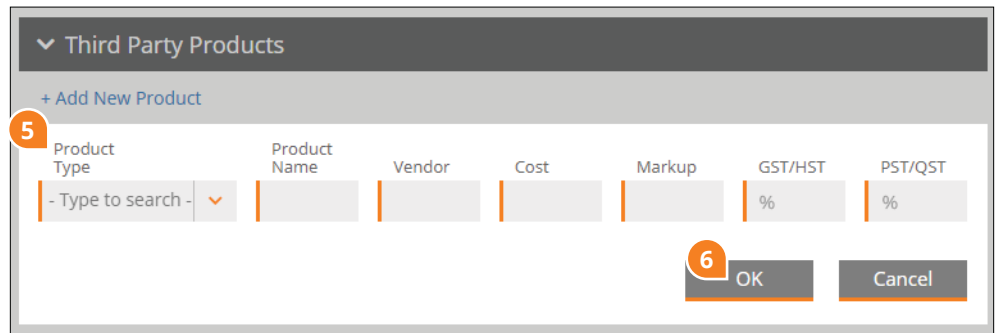You may add Third Party Products to a quote. To do so, set up the Third Party Product in your **Dealership Profile** (**1**).

On the **Products** (**2**) tab of your **Dealership Profile**, find the **Third Party Products** (**3**) section and click **+ Add New Product** (**4**) to add a new Third Party Product.

Specify the **Product Type** (**5**) and enter the additional product details.
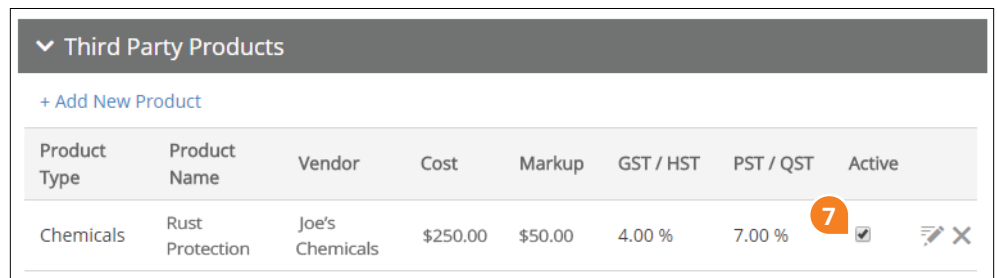
Note: All fields are mandatory when setting up a Third Party Product.

Click **OK** (**6**) to save the Third Party Product.

The new Third Party Product is displayed in a table. Confirm the **Active** (**7**) checkbox is selected to ensure your **Third Party Product** is available in **Quick Quote**.

Note: You can only edit or delete a **Third Party Product** if the product has not been used in a quote. If a **Third Party Product** has been used in a quote and you need to change the product, uncheck the **Active** checkbox to deactivate the product and add a new **Third Party Product**.

Product Type	Product Name	Vendor	Cost	Markup	GST / HST	PST / QST	Active
Chemicals	Rust Protection	Joe's Chemicals	$250.00	$50.00	4.00 %	7.00 %	☑

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Step 2 of 4:
Create Multiple Quotes

To begin, refer to the **Quote and Purchase a Contract** Quick Reference Guide to create a single quote. The first quote created is given the default name **Option "A"** (**8**) and any products selected belong to the **Option "A"** tab. Click on the name **Option "A"** to change the name to one of your choosing.

To create a second quote for comparison, click the ⊞ (**9**) icon. A new tab named **Option "B"** (**10**) appears.

Note: Any quote tab name may be changed by clicking the name and entering a new name.

Initially, **Option "B"** will contain the same selected product options chosen for **Option "A"**. Click on different products and product options to differentiate **Option "A"** from **Option "B"**.

You may create up to four different quotes for comparison by clicking ⊞. Each quote created will be a copy of the previous quote's selections.
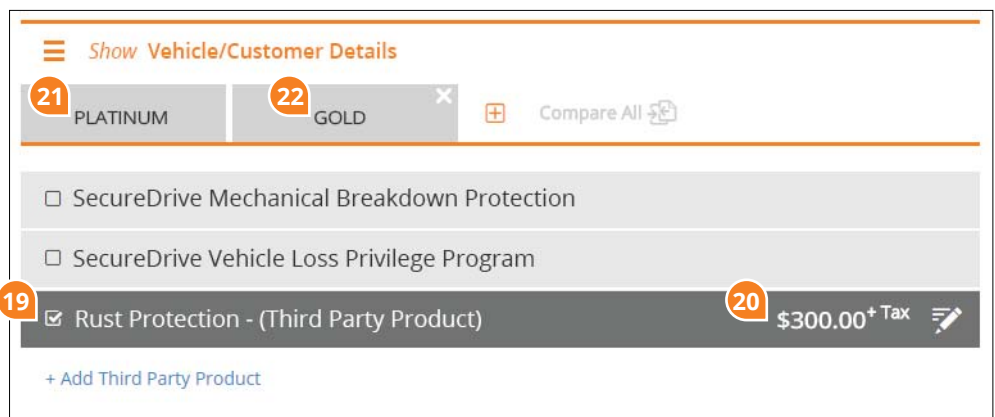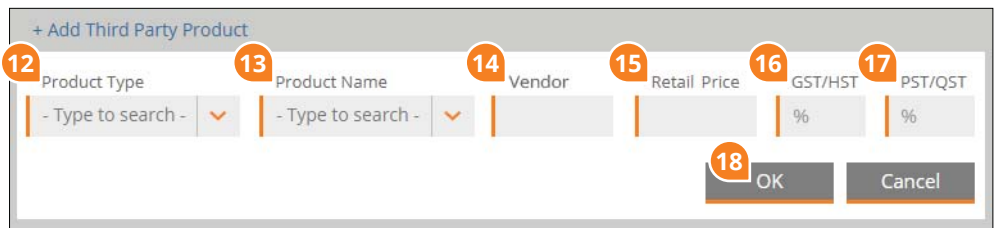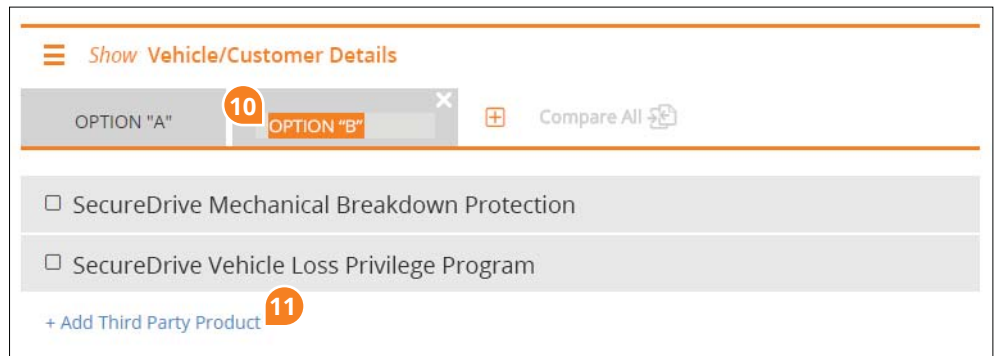
To add a Third Party Product to a quote, click **+ Add Third Party Product** (**11**).

Note: The **+ Add Third Party Product** link only appears on the Quick Quote page if a **Third Party Product** has been set up in your **Dealership Profile**.

Select the **Product Type** (**12**) and the **Product Name** (**13**). Once the **Product Name** is selected, the **Vendor** (**14**), **Retail Price** (**15**), **GST/HST** (**16**) and **PST/QST** (**17**) fields are automatically populated. The **Retail Price**, **GST/HST** and **PST/QST** values can be updated on this screen.

Click **OK** (**18**) to add the Third Party Product to the quote. The Third Party Product is then added to the quote (**19**) with the product price displayed (**20**).

Note: As an example, the tab names have been updated to **Platinum** (**21**) and **Gold** (**22**).

≡ *Show* **Vehicle/Customer Details**

8 OPTION "A"   **9** ⊞   Compare All 🔁

☐ SecureDrive Mechanical Breakdown Protection

☐ SecureDrive Vehicle Loss Privilege Program

≡ *Show* **Vehicle/Customer Details**

OPTION "A"   **10** OPTION "B" ✕   ⊞   Compare All 🔁

☐ SecureDrive Mechanical Breakdown Protection

☐ SecureDrive Vehicle Loss Privilege Program

+ Add Third Party Product **11**

+ Add Third Party Product

12 Product Type	**13** Product Name	**14** Vendor	**15** Retail Price	**16** GST/HST	**17** PST/QST
- Type to search - ⌄	- Type to search - ⌄			%	%

18 OK   Cancel

≡ *Show* **Vehicle/Customer Details**

21 PLATINUM   **22** GOLD ✕   ⊞   Compare All 🔁

☐ SecureDrive Mechanical Breakdown Protection

☐ SecureDrive Vehicle Loss Privilege Program

19 ☑ Rust Protection - (Third Party Product)   **20** $300.00⁺ ᵀᵃˣ ✏️

+ Add Third Party Product

Step 3 of 4:

Compare All

Once all of your quotes have been created, click **Compare All** ⮂ (**23**). The Comparison Tool displays all quotes side-by-side for easy comparison.

In the **Quick Quote Comparison** window, you may enter the **Interest Rate** (**24**) and the **Term (mo)** (**25**) on one quote, then click **Update All** (**26**) to apply the interest rate and term months across all quotes. Click the **Calculate Payment** (**27**) drop down menu to update the payment frequency; pricing will update dynamically when changing the **Calculate Payment** selection.

Use the **scroll bar** (**28**) to view the additional product details within the **Quick Quote Comparison** window.

Check **Add Taxes** (**29**) to view the cost with taxes included.

Click **Hide Product Pricing** (**30**) to display individual product pricing.

Click **Save Quote** (**31**) and give this set of quotes a name to save this group of quotes for future reference.

Click **Print All** (**32**) to print the **Quick Quote Comparison View** for your customer.

Click **Select** (**33**) to choose a particular quote; the quote appears selected in the **Quick Quote View**.

≡ *Show* **Vehicle/Customer Details**

| OPTION "A" ✕ | OPTION "B" ✕ | OPTION "C" ✕ | ⊞ | Compare All ⮂ (**23**) |

Quick Quote Comparison

OPTION "A"

SecureDrive Mechanical Breakdown Protection

Plan:	Elite
Deductible:	$100.00
Term (mo):	72
Term (km):	200,000
Monthly:	**$339.16**

SecureDrive Vehicle Loss Privilege Program

Plan:	Total Loss Event Privilege
Term (mo):	36
Monthly:	**$57.42**

OPTION "B"

SecureDrive Mechanical Breakdown Protection

Plan:	Plus
Deductible:	$50.00
Term (mo):	60
Term (km):	200,00
Monthly:	**$266.53**

SecureDrive Vehicle Loss Privilege Program

Plan:	Theft Event Privilege
Term (mo):	48
Monthly:	**$23.76**

OPTION "C"

SecureDrive Vehicle Loss Privilege Program

Plan:	Partial Loss Event Privilege
Term (mo):	12
Monthly:	**$57.20**

Rust Protection (3rd Party Product)

| Monthly: | **$13.01** |

(**28**)

(**24**) Interest Rate | (**25**) Term (mo) | Interest Rate | Term (mo) | Interest Rate | Term (mo)
| 2.00% | 24 | 2.00% | 24 | 2.00% | 24 |

(**26**) **Update All** | **Update All** | **Update All** (**30**)

(**27**) Calculate Payment: | Monthly ▼ | ☐ Add Taxes (**29**) | ☐ Hide Product Pricing (**30**)

| Monthly: **$396.58** | Monthly: **$152.39** | Monthly: **$70.21** |
| **Select** (**33**) | **Select** | **Select** |

(**31**) **Save Quote** | (**32**) **Print All** | **Cancel**

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QuickQuoteComparisonTool_EN_SDrive_Sep2017_v1

3

LGM-HUB

Step 4 of 4:
Purchase a Contract

Click **Purchase** (**34**) to purchase the quote and print the contract(s) for your customer to sign.

☰ *Show* **Vehicle/Customer Details**

| OPTION "A" ✕ | OPTION "B" ✕ | OPTION "C" ✕ | ⊞   Compare All |

☑ SecureDrive Mechanical Breakdown Protection 🖨

☑ SecureDrive Vehicle Loss Privilege Program 🖨

+ Add Third Party Product

Quote Summary | Save | Print | **34** Purchase | Retail Price $6,506.00 | GST $325.30 | Total Payment $6,831.30

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QuickQuoteComparisonTool_EN_SDrive_Sep2017_v1

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