

HUB's Quick Quote now supports Menu-Selling by allowing you to create multiple quotes for comparison for your customers. Using the Quick Quote Menu Tool, you can create up to four different quotes for a single customer, include 3rd Party Products and OEM 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 3rd Party and OEM Products

You may now add **3rd Party Products** and **OEM Products** (products not administered by LGM) to a quote. To add a 3rd Party Product or OEM Product to a quote, you first need to set the product up in your **Dealership Profile** (1).

To set up a 3rd Party Product, on the **Products** (2) tab of your **Dealership Profile**, find the **3rd Party Products** (3) section and click **+ Add New Product** (4).

Note: The steps to add a **3rd Party Product** and an **OEM Product** are similar. To add an **OEM Product**, find the **OEM Products** (5) section of your dealership profile and follow the same steps below for adding a **3rd Party Product**.

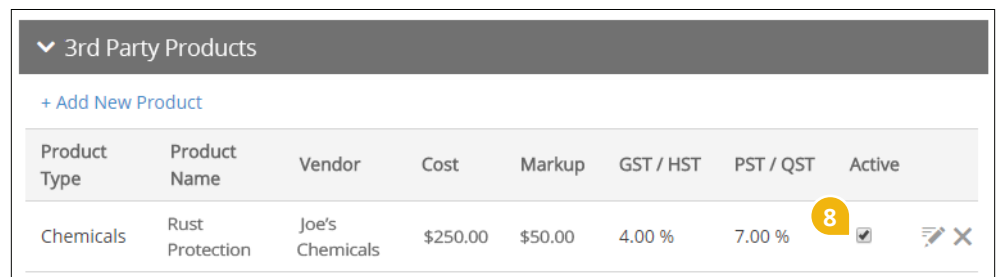
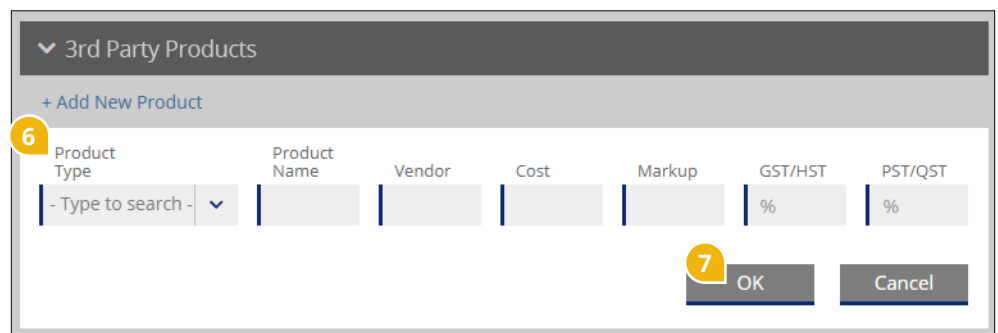
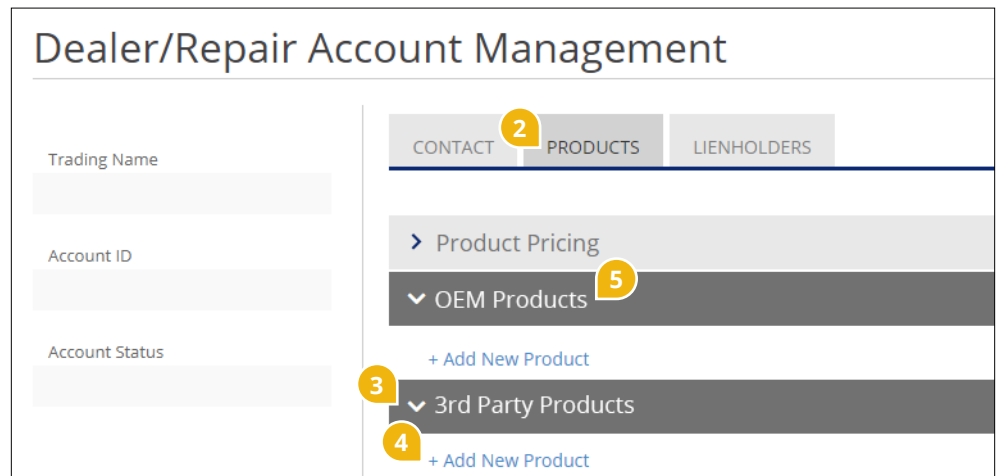
Specify the **Product Type** (6) and enter the additional product details.

Note: All fields are mandatory when setting up a 3rd Party Product. If a tax is not applicable to the product, enter 0% as the tax rate.

Click **OK** (7) to save the 3rd Party Product. The new 3rd Party Product is displayed in a table.

Confirm the **Active** (8) checkbox is selected to ensure your **3rd Party Product** is available in **Quick Quote**.

Note: You can only edit or delete a **3rd Party Product** if the product has not been used in a quote. If a **3rd 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 **3rd Party Product**.




Need Help?

If you have any questions, please contact **Customer Success** at: success@lgm.ca | or consult our [FAQ](#)

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"** (9) 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  (10) icon. A new tab named **Option "B"** (11) 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 3rd Party Product to a quote, click **+ Add 3rd Party Product** (12).

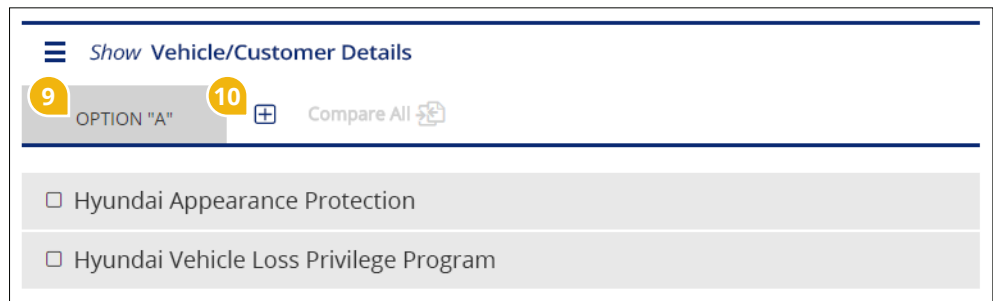
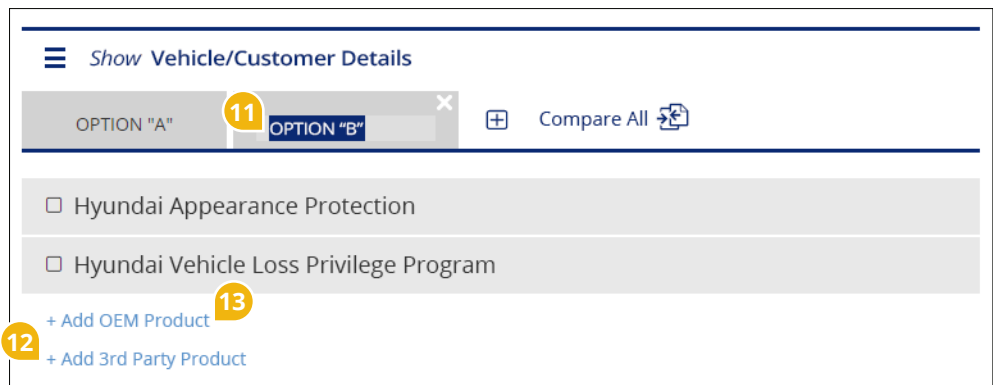
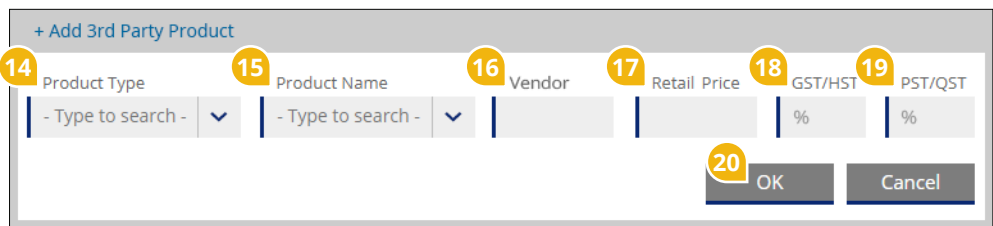
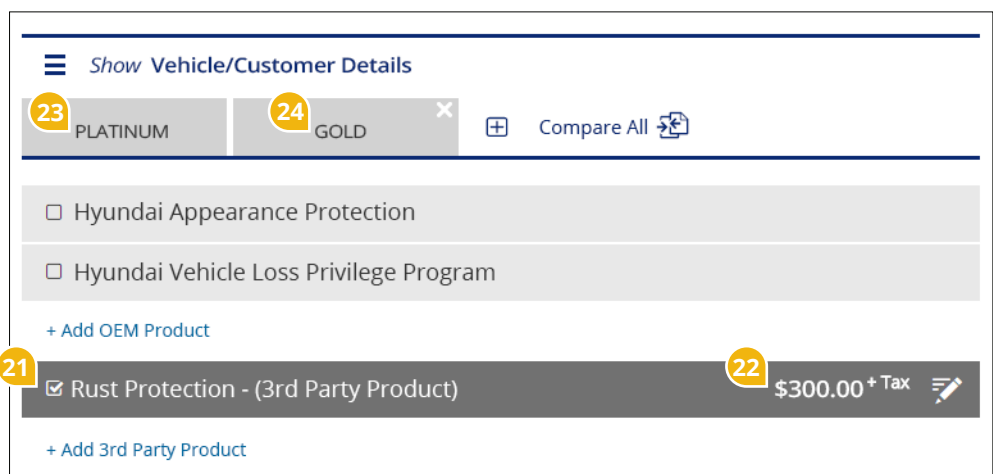
Note: The steps to add a **3rd Party Product** and an **OEM Product** to a quote are similar. To add an **OEM Product**, click **+ Add OEM Product** (13) and follow the same steps below for adding a **3rd Party Product**.

The **+ Add 3rd Party Product** and **+ Add OEM Product** links only appear on the Quick Quote page if a **3rd Party Product** or an **OEM Product** have been set up in your **Dealership Profile**.

Select the **Product Type** (14) and the **Product Name** (15). Once the **Product Name** is selected, the **Vendor** (16), **Retail Price** (17), **GST/HST** (18) and **PST/QST** (19) fields are automatically populated. The **Retail Price**, **GST/HST** and **PST/QST** values can be updated on this screen.

Click **OK** (20) to add the 3rd Party Product to the quote. The 3rd Party Product is then added to the quote (21) with the product price displayed (22).

Note: As an example, the tab names have been updated to **Platinum** (23) and **Gold** (24).

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Step 3 of 4:

Compare All

Once all of your quotes have been created, click **Compare All** (25). The Comparison Tool displays all quotes side-by-side for easy comparison.

In the **Quick Quote Menu** window, you may enter the **Interest Rate** (26) and the **Term (mo)** (27) on one quote, then click **Update All** (28) to apply the interest rate and term months across all quotes. Click the **Calculate Payment** (29) drop down menu to update the payment frequency; pricing will update dynamically when changing the **Calculate Payment** selection.

Use the **scroll bar** (30) to view the additional product details within the **Quick Quote Comparison** window.

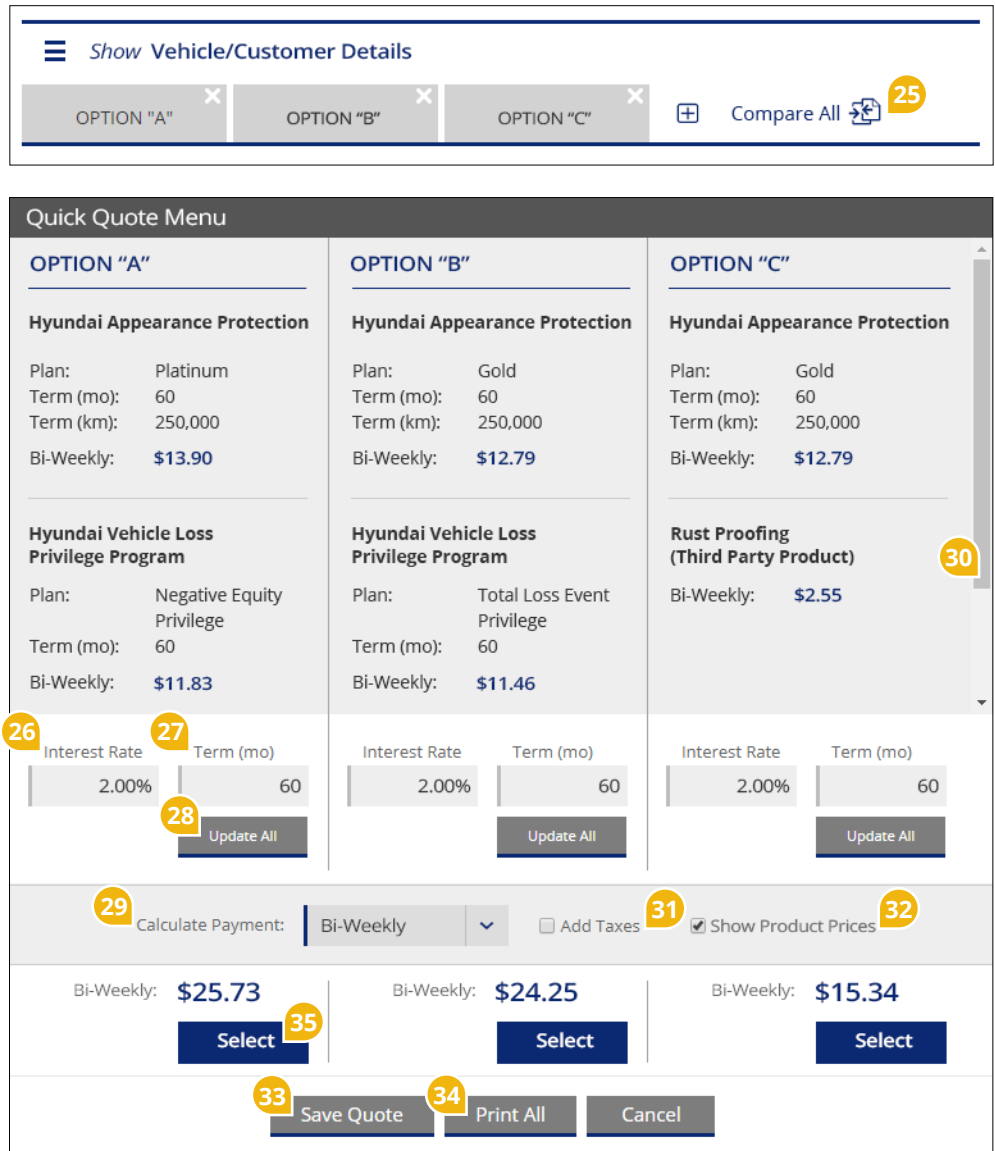
Check **Add Taxes** (31) to view the cost with taxes included.

Click **Show Product Prices** (32) to display individual product pricing.

Click **Save Quote** (33) and give this set of quotes a name to save this group of quotes for future reference.

Click **Print All** (34) to print the **Quick Quote Comparison View** for your customer.

Click **Select** (35) to choose a particular quote; the quote appears selected in the **Quick Quote View**.



Show Vehicle/Customer Details

OPTION "A" x OPTION "B" x OPTION "C" x + Compare All (25)

Quick Quote Menu

OPTION "A"	OPTION "B"	OPTION "C"
<p>Hyundai Appearance Protection</p> <p>Plan: Platinum Term (mo): 60 Term (km): 250,000 Bi-Weekly: \$13.90</p>	<p>Hyundai Appearance Protection</p> <p>Plan: Gold Term (mo): 60 Term (km): 250,000 Bi-Weekly: \$12.79</p>	<p>Hyundai Appearance Protection</p> <p>Plan: Gold Term (mo): 60 Term (km): 250,000 Bi-Weekly: \$12.79</p>
<p>Hyundai Vehicle Loss Privilege Program</p> <p>Plan: Negative Equity Privilege Term (mo): 60 Bi-Weekly: \$11.83</p>	<p>Hyundai Vehicle Loss Privilege Program</p> <p>Plan: Total Loss Event Privilege Term (mo): 60 Bi-Weekly: \$11.46</p>	<p>Rust Proofing (Third Party Product)</p> <p>Bi-Weekly: \$2.55</p>
<p>Interest Rate (26): 2.00% Term (mo) (27): 60</p> <p>Update All (28)</p>	<p>Interest Rate: 2.00% Term (mo): 60</p> <p>Update All</p>	<p>Interest Rate: 2.00% Term (mo): 60</p> <p>Update All</p>
<p>Calculate Payment: (29) Bi-Weekly <input type="checkbox"/> Add Taxes (31) <input checked="" type="checkbox"/> Show Product Prices (32)</p>		
<p>Bi-Weekly: \$25.73</p> <p>Select (35)</p>	<p>Bi-Weekly: \$24.25</p> <p>Select</p>	<p>Bi-Weekly: \$15.34</p> <p>Select</p>
<p>Save Quote (33) Print All (34) Cancel</p>		

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Step 4 of 4:

Purchase a Contract

Click **Purchase (36)** 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 ↔

Hyundai Appearance Protection
🖨️

Hyundai Vehicle Loss Privilege Program
🖨️

[+ Add OEM Product](#)
[+ Add 3rd Party Product](#)

Quote Summary	Save	Print 36	Purchase	Retail Price	GST	Total Payment
				\$2,853.00	\$142.65	\$2,995.65

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