



# ADVENT RESOURCES, INC.

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Advent Resources Inc. (310) 241-1500

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## Advent at NADA 2008 ♦ Booth 5243 North Hall ♦ Moscone Center

### FastLease Lease Deskling and Quoting

Advent's Fastlease product continues to evolve as more and more dealers move towards our Multipayment Options Disclosure as a negotiating strategy with their customers. The driving engine behind this successful strategy to calculate payment options for presentation to the consumer is Fastlease.

Full disclosure works to enhance sales and in some states it is a defined compliance issue. We make the disclosure document creation process simple and speedy. A single keystroke calculates a grid of up to 12 lease and 12 retail payments in seconds. Another plus: new logic has been added to enhance the ease of matching the subject vehicle to the correct residual by automapping the vehicle to the bank style code and residual.

Additionally, using the Credco bureau processing engine, the system will automatically tier the rate for a specific customer so that the presented finance options are correct from the beginning

We are also pleased to announce that we have made an agreement for a direct feed of Toyota and Lexus data from TMCC. *Watch for this enhancement at the show!* 🌴

### Advent's Profit Builder Menu System

Advent's Profit Builder Menu System (PBMS) is undergoing some very positive evolution. In our latest release we can present split terms. This takes some of the features of our Multipayment Disclosure and gives the F&I Manager the ability to show the consumer base payment and then quote individual impact of each offered item per month for both lease and retail transactions. Additionally, the user can view the actual OFAC report right from the main presentation screen and it is color coded to indicate a pass, fail or unknown status with a quick glance.

There has also been a significant enhancement to filtering or rating on service contracts so that the presentation becomes more specific as to coverages, type of vehicle and other particulars. We have also added color printing of presentation worksheets and disclosures on any color printer.

Most importantly Advent's PBMS menu system meets compliance with our two way integration where they deal record matches. *Eureka! The disclosed numbers and terms from the menu every time!* 🌴



### ABOUT ADVENT RESOURCES INC

Advent Resources, Inc., a leading provider of high-value software solutions for the retail automotive vertical market, invites all our clients and interested parties to visit us at **NADA 2008**, held February 9<sup>th</sup> through the 12<sup>th</sup> in the beautiful city of San Francisco. Please join us in **Booth 5243 North Hall** in the Moscone Center. We have some very exciting new enhancements to share with you this year.


You can also contact Advent for sales, support or anything else at:

Advent Resources Inc.  
235 W 7th street  
San Pedro, CA 90731  
(888) 9ADVENT

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## Web 2.0 and Advent's Inventory Offering

A quiet revolution has been brewing in technology circles across industries. A strategy called Web 2.0 will change how industry uses the Internet. Until now, the development strategy for web delivery has been to fill out forms and interact with the databases and business rules periodically through a posting process. The revolutionary Web 2.0 strategy changes all of that. It enables our developers to build true web delivered applications with complete interactivity. It allows us to duplicate functionalities previously only available in Character and Client Server applications. It lets us validate data entry on a character by character or number by number basis and greatly enhances the user experience and the speed at which the applications run.


At NADA, we will showcase our new inventory management system, Inventory Control, which is the first Web 2.0 application we know of in this industry. Come by our booth (5243 North Hall) and see VIN decode, user definable screens, easy access to data and variations of data and the new desktop styled user interface. **Be witness to revolution!** 

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## Future Warning

Two elderly women were out driving in a large car - both could barely see over the dashboard. As they were cruising along, they came to an intersection. The stoplight was red, but they just went on through. The woman in the passenger seat thought to herself, "I must be losing it. I could swear we just went through a red light."


After a few more minutes, they came to another intersection and the light was red again. Again, they went right through. The woman in the passenger seat was almost sure that the light had been red but was really concerned that she was losing it. She was getting nervous. At the next intersection, sure enough, the light was red and they went on through. So, she turned to the other woman and said, "Mildred, did you know that we just ran through three red lights in a row? You could have killed us both!"

Mildred turned to her and said, "Oh, crap, am I driving?" 

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## Company Cars


*Better Than Regular Cars Because:*

1. They travel faster in all gears, especially reverse.
2. They accelerate at a phenomenal rate.
3. They enjoy a much shorter braking distance.
4. They can take bumps at twice the speed of private cars.
5. They can be driven up to 100 miles with the oil warning light on.
6. They are adapted to allow reverse to be engaged while the car is still in forward motion.
7. The tire side walls are designed for bumping into and over curbs.
8. They have special batteries that can be drained and jumped repeatedly without damaging the electrical system.
9. Parking brakes do not need to be disengaged to drive.
10. When parking on a hill in San Francisco, it is safe to leave it in gear and ignore the parking brake. 

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## Advent Prospect Control's New Desk LOG


The crews have been busy in the back rooms at Advent this year and have some exciting advancements in our Prospect Control Module.

Our new Daily desk Log gives management a dashboard of information on a real time basis. It removes the need for running multi reports by presenting live time actions and events in the showroom. It can tell you who is actually in the showroom through the day and it tracks appointments and other ups on the fly. It consolidates gross information so not only do you see who is there and how many units are out but you also receive gross profit information throughout the day as deals work through the process. **Stop by Booth 5243 and meet your new best friend!** 

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## Driver Identity Guide

- One hand on wheel, one hand on horn: New York.
- One hand on wheel, one finger out window: Chicago.


- One hand on wheel, one hand on newspaper, foot solidly on accelerator: Boston.
- One hand on wheel, middle finger out window, cutting across all lanes of traffic: New Jersey.
- One hand on wheel, watching TV, applying makeup, cradling cell phone, with Smith & Wesson in lap: Los Angeles, CA.
- Driving brand-new BMW, I-Pod plugged into stereo, multi-tasking on wi-fi IBM laptop and black-berry while consulting with on-board GPS to find way around traffic: San Diego, CA.
- Driving 5-year-old Volvo, I-Pod in shirt pocket, multi-tasking on stand alone Apple Powerbook and electronic day-planner while consulting with Thomas Guide to find way around traffic: San Francisco, CA. 

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## F&I Express

Advent is pleased to announce the completion of integration of F&I Express to the Route One credit origination platform. This Advent product was designed to automate the production of documents and registration of aftermarket items sold in your dealerships. The product generates productivity reports on F&I, remittance reporting, and a long term contract archive of individual items sold in individual deal records. It helps smooth out the process of making sure your customer has all the information regarding the details of the F&I products you are selling. This product is built to be used by any dealer, not just Advent clients, and is being offered FREE to any franchised dealer.

Ask your aftermarket provider about F&I Express and see how it can help you be more efficient. Signups are welcomed at [www.fandiexpress.com](http://www.fandiexpress.com). For live contact and information, please contact Brian Reed at 817-851-8229.

**Better than a tote bag - this is a giveaway you won't throw away.** 

For more information on any of Advent's products, please contact:

**Tim Gill, President**

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