

www.northshorebank.com

North Shore Bank's

LeaseLink 6.0

User Manual

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Example:

Custom er states they want to put a total of \$2,000 down. Here is a way to maxim ize your profit.

Deal Info	Dea	I Details		* * <i>*</i>	• *• • =	9						
Vehicle New 2004 Ch	evrole	I Impala	4Dr Sedan LS AT (1WF	(19)	ala ala		6.04		atest		Lea	selînk.
Customer (none)			aales	Livingsion, L	And Man	er j	925	,345.00 S R	CKIT			
Adjust Deal AS Re	sults	0	orkeheete 関 AB Co	mpare 😣	Exceptions							
Terms						C Lea	88					
24-31-40	RT	RS C	T TM FS	FS Prg	Rate Prg	Total Pmt	RF	Rt Fetr	СТ	Sell Price	Total Profit	Cust\$Bal
Funding Source	1		36 GMAC	SP	BASIC	\$412.65	+	4.390	A	\$25,345.00	\$2,587.61	\$2,000.00
View		-	36NSHORE	SP10	BASIC	\$439.83	+	.00189	Α	\$25,345.00	\$2,585.70	\$2,000.00
Lease Grid		•	36NSHORE	ST	BASIC	\$460.51	+	.00209	A	\$25,345.00	\$2,586.11	\$2,000.00
Data Image		-	36LC	o Barik	BASIC	\$462.01	+	.00173	A	\$25,345.00	\$2,589.04	\$2,000.00
Dealer 🕑		-	36CUFI	ST	BASIC	\$464.15	+	.00179	A	\$25,345.00	\$2,589.08	\$2,000.00
Detail Display	1	-	36 MIAL	ST	BASIC	\$466.60	+	.00175	A	\$25,345.00	\$2,344.12	\$2,000.00
IGOS & Decall		-	36USBANK	ST	BASIC	\$471.18	+	.00206	A	\$25,345.00	\$2,585.22	\$2,000.00
Custom Colo	æ	-	36CCU-CUFI	ST	BASIC	\$488.76	+	.00247	Α	\$25,345.00	\$2,587.58	\$2,000.00
Show all payments.		-	36CAF	SP	BASIC	\$541.48	+	.00328	В	\$25,345.00	\$2,612.26	\$2,000.00
	æ	-	36 CAF	ST	BASIC	\$599.43	+	.00483	В	\$25,345.00	\$2,613.83	\$2,000.00
	1	-	48GMAC	SP	BASIC	\$366.02	+	4.220	A	\$25,345.00	\$2,589 71	\$2,000.00
	æ	8	48NSHORE	SP10	BASIC	\$378.74	+	.00189	A	\$25,345.00	\$2,584.47	\$2,000.00
		8	48LCU-CUFI	ST	BASIC	\$393.79	+	.00173	A	\$25,345.00	\$2,587.68	\$2,000.00
	1	6	48NSHORE	ST	BASIC	\$396.30	+	.00209	A	\$25,345.00	\$2,584.81	\$2,000.00
	1	-	48MIAL	ST	BASIC	\$395.55	+	.00170	A	\$25,345.00	\$2,343.41	\$2,000.00
	æ		48CUFI	ST	BASIC	\$396.80	+	.00179	А	\$25,345.00	\$2,587.72	\$2,000.00
		-	48USBANK	ST	BASIC	\$399.43	+	.00196	А	\$25,345.00	\$2,583.79	\$2,000.00
	Goat	Sale Pri	ce: \$25,345.00, Custor	mer Balance	\$2,000.00						Sol	we For: Payment
		Таке	s No Taxes		Mileage	Standard		Dir Ada	IS \$	0.00	Veh MSRP \$25,	345.00
		Sales	s 0.000% Use 0.000*	%	Trade Eq	\$0.00		ConvV	an \$	0.00	Total \$25,	345.00
		Capi	Red 0.000% Luox 0.000*	%	Sive Crit	\$0.00		Soft Ar	lds \$	0.00	Avail Gross \$2,	099.00
Version: 9472 (04/05/200-	4)	Bession:	WI Deal: WI Lh	ingston, Dal	0					For Technica	I Support call (800)5	46-5720 x1
🐮 Start 🛛 🔂 🥭	1	C Leas	eLink V6 - Nort 👿	Microsoft Wor	d - Docu 🌒 M	ficrosoft Outlook W	e	(a) Bergstre	m Pre	mier - M 🔥 🕏		
												\
												\
★		_										Γ
		1										
DI FL T												Customer
												1

How to defer the first paym ent for profit



How to defer the first paym ent for profit



How to defer the first paym ent for profit

Working Deals deal 1	Details 📔 🖀 👻 🧬 🕇	P - A	• °• • 🖆	ý							
te New 2004 Chevrolet II	nnala 4Dr Sartan I S AT 1146	1.01							_	LAIL	
mer (none)	Sales	Livingston, D	ale MSF	P	\$25	,345.00 Sta	ock# [Lea	aseLINK
djust Deal 😽 Results I	🕑 Worksheets 🛛 🐺 AB Co	mpare 🙁	Exceptions								
s				C Les	956						
6-40 🗹 🕅 RT R	S CT TM FS	FS Prg	Rate Prg	Total Pmt	RF	Rt Fetr	CT	Sell Price	Total Pr	ofit	Cust\$Bal
ig Source (#	36NSHORE	SP10	DFRFST	\$429.74	+	.00189	A	\$25,345.00	\$2,57	8.90	\$2,000.00 -
160 I B	36NSHORE	SP10	BASIC	\$439.83	+	00189	A	\$25,345,00	\$2.58	5 70	\$2,000.00
Grid 🔄 🖻 🗎	36NSHORE	ST	DFRFST	\$449.74	+	.00209	A	\$25,345.00	\$2,57	8.90	\$2,000.00
mage 🖉 🕯	36NSHORE	ST	BASIC	\$460.51	+	.00209	A	\$25,345.00	\$2,58	6.11	\$2,000.00
· 2	36CUFI	ST	BASIC	\$464.15	+	.00179	A	\$25,345.00	\$2,58	9.08	\$2,000.00
splay 🖉	36MIAL	ST	BASIC	\$466.50	+	.00175	A	\$25,345.00	\$2,34	4.12	\$2,000.00
petall 🔟 🖉	36USBANK	ST	BASIC	\$471.18	+	.00206	Α	\$25,345.00	\$2,58	5.22	\$2,000.00
om Colo	36CCU-CUFI	ST	BASIC	\$488.76	+	.00247	A	\$25,345.00	\$2,58	7.58	\$2,000.00
all payments.	36CAF	SP	BASIC	\$541.48	+	.00328	В	\$25,345.00	\$2,61	2.26	\$2,000.00
6	a 36 C.A.F	ST	BASIC	\$599.43	+	.00483	в	\$25,345.00	\$2,61	3.83	\$2,000.00
(F)	48 GMAC	SP	BASIC	\$366.02	+	4.220	Α	\$25,345.00	\$2,58	9.71	\$2,000.00
2	48NSHORE	SP10	DFRFST	\$372.40	+	.00189	A	\$25,345.00	\$2,57	8.90	\$2,000.00
æ	48NSHORE	SP10	BASIC	\$378.74	+	.00189	A	\$25,345.00	\$2,58	4.47	\$2,000.00
2	48NSHORE	ST	DFRFST	\$388.53	+	.00209	A	\$25,345.00	\$2,57	8.90	\$2,000.00
(H)	48NSHORE	ST	BASIC	\$396.30	+	.00209	A	\$25,345.00	\$2,58	4.81	\$2,000.00
6	48 MIAL	ST	BASIC	\$395.55	+	.00170	A	\$25,345.00	\$2,34	3.41	\$2,000.00
6	48CUFI	ST	BASIC	\$395.80	+	.00179	A	\$25,345.00	\$2,58	7.72	\$2,000.00 +1
Goat: S	ale Price: \$25,345.00, Custor	ner Balance	\$2,000.00							S	olve For: Payment
	Taxes No Taxes		Mileage	Standard		Dir Ad	ds \$	0.00	Veh MS	SRP \$2	5,345.00
	Sales 0.000% Use 0.0009	6	Trade Eq	\$0.00		ConvV	/an \$	0.00	Total	\$2	5,345.00
	Cap Rd 0.000% Lux 0.0001	6	Srvc Cnt	\$0.00		Soft Ar	dds \$	0.00	Avail G	ross \$	2,099.00
9472 (04/05/2004) 8e	ssion: WI Deal: WI Liv	ingston Dal	e.					For Technical	Support	all (800)	546-5720 x1

RESULTS:

By deferring paymenton a 48 M onth lease, payment has decreased by \$6.77 permonth or a total of \$324.96. You can keep the custom er's payment at the same \$395.30 and increase your gross by \$324.96

By deferring paymenton a 36 M onth lease, payment has decreased by \$10.77 permonth or a total of \$387.72. You can keep the custom er's payment at the same \$460.51 and increase your gross by \$387.72.

Program North Shore Bank Expressway Program



Security deposit is waived $\& 1^{st}$ payment is deferred for NO CHARGE. A equisition fee is reduced \$100.

Program North Shore Bank Expressway Program

tomer (none)			Sales	zander, patti	MSR	Þ	\$20	0,690.00 St	ock#		Le	aseliivi
Adjust Dear 15 H	PT P	SICTIN	M FS	ES Pro	Rate Pro	Total Prot	RF	RtEctr	CT	Sell Price	Total Profit	Cust\$Bal
anged - 🗹	67		INSHORE	SP10	INSTIT	\$311.21	÷	00172	A	\$20 690 00	\$1.748.92	\$92.40
ding Source	61		6NSHORE	SP10	BASIC	\$314.33	+	00172	A	\$20,690,00	\$1 749 92	\$406.73
ck Quote	Ø		6NSHORE	SP10	DEREST	\$317.44	+	00172	A	\$20 690 00	\$1 750 92	\$92.40
seBalloon C +	8 6		6NSHORE	ST	INSTIT	\$329.64	+	00192	A	\$20,690.00	\$1,748.92	\$92.40
Image	网		6MIAL	ST	BASIC	\$331.91	+	00175	A	\$20 690 00	\$1,747,92	\$774.31
er _	A 1		6NSHORE	ST	BASIC	\$332.78	+	00192	A	\$20,690,00	\$1,749,92	\$425.18
I Display	61	4 3	SLCU-CUFI	ST	DEREST	\$333.33	+	00159	A	\$20,690,00	\$1 751 37	\$92.40
& Detail	ø		BLCU-CUFI	ST	BASIC	\$333.33	+	00159	A	\$20,690,00	\$1,751,37	\$425.73
Cistin Car			6NSHORE	ST	DEREST	\$335.91	+	00192	A	\$20,690,00	\$1,750,92	\$92.40
ow all payments.	P		BUSBANK	ST	BASIC	\$341.31	+	00189	A	\$20 690 00	\$1 749 37	\$433.71
	A		6CAF	SUSP	BASIC	\$345.20	+	00221	A	\$20,690,00	\$1 759 63	\$437.60
	6		SCAF	ST	BASIC	\$428.73	+	00411	A	\$20,690.00	\$1,755.56	\$971.13
	61	- 4	2NSHORE	SP10	INSTIT	\$292.41	+	00172	A	\$20 890 00	\$1 748 92	\$92.40
	æ		2NSHORE	SP10	BASIC	\$295.10	+	.00172	A	\$20,690.00	\$1,749.92	\$387.50
	Ø	a 4	2NSHORE	SP10	DEREST	\$297.80	+	00172	A	\$20,690.00	\$1,750.92	\$92.40
	ß	a 4	2LCU-CUFI	ST	DFRFST	\$308.27	+	.00159	A	\$20,690.00	\$1,751.37	\$92.40
	61	4	2LCU-CUFI	ST	BASIC	\$308.27	+	00159	A	\$20,690.00	\$1,751.37	\$400.67
	Cost L	In Bring F	20 800 00 Can B	advetion to			-					Cohes East Dourse
	ODGE OF	Taxing 5	69.	oubenon, po	Mileano	Chandand		Dir Ad	do E	0.00	Veb MSDD 8	30 690 00
		Sales 0	000% Use 5 800*	6	Trade Fo	\$0.00		Conv	lan S	0.00	Total \$	20,690.00
		Cap Rd 5	600% Lux 0.000	K	Sive Cot	\$0.00		Soft A	dds \$	0.00	Avail Gross	1,537.52
1 9476 (04/05/20))4) Set	ston W	Deal WI 2a	nder nati						For Technica	L Support call (800	0548-5720 x1
total and	C1			interned a	100.000	100000					- o appoint can cooo	Ø 11.000
start	La rease	Drik To - Ho	Street Street	anninan	By serve	and the second second						and the second

North Shore Bank shows an instant approval program . You profit an extra \$100 and the custom ergets to defer their first payment at no charge.

Program North Shore Bank's 10km ile program



Program North Shore Bank's 10km ile program

🖄 Working Deals 🛛	Dea	al Details	1 1	- 🥜 - 1	P - A	- *• - =	j.						
Deal Info		-						_		_		- 0	
ustomer (none)	nda.c	R-V 4VID	SDLAAdu	Sales	cander, patti	MSP	P .	\$20	,690.00 Sta	ck#	_	L	easeLIN
💊 Adjust Deal 🛛 🖡 Re	sults	() W	arksheets	🕅 AÐ Co	mpare 🔞	Exceptions							
Terms	RT	RS CI	TM	FS	FS Prg	Rate Prg	Total Pmt	RF	Rt Fctr	CT	Sell Price	Total Prof	it Cust\$Bal
Changed 🔄 💇	6	8	36 N	SHORE	SP10	INSTIT	\$311.21	÷	.00172	A	\$20,690.00	\$1,748	Customer Balan
unding Source	6		36N	SHORE	SP10	BASIC	\$314.33	+	.00172	A	\$20,690.00	\$1,749.1	32 \$406.73
inw	۲	-	36L0	CU-CUFI	ST	DFRFST	\$316.17	+	.00159	A	\$20,690.00	\$1,751.3	37 \$92.40
ease/Balloon C	Ø	-	36L0	CU-CUFI	ST	BASIC	\$316.17	+	.00159	A	\$20,690.00	\$1,751.3	\$408.57
ata image	囫	-	36N	SHORE	SP10	DFRFST	\$317.44	+	.00172	A	\$20,690.00	\$1,750.9	32 \$92.40
ealer <u>+</u>	ø	0 #	36N	SHORE	ST	INSTNT	\$323.99	+	.00192	А	\$20,690.00	\$1,748.9	92 \$92.40
etail Display	æ	-	36M	IAL	ST	BASIC	\$326.23	+	.00175	A	\$20,690.00	\$1,747.9	32 \$768.63
oard Detail	囫	6	36N	SHORE	ST	BASIC	\$327.13	+	00192	A	\$20,690.00	\$1,749.9	92 \$419.53
Citizi en Cas	Ø	6	36N	SHORE	ST	DFRFST	\$330.26	+	00192	A	\$20,690.00	\$1,750.0	32 \$92.40
Show all payments.	0	-	36U	SBANK	ST	BASIC	\$335.65	+	.00189	А	\$20,690.00	\$1,749.3	37 \$428.05
	Ø	-	36 C.	AF	SUSP	BASIC	\$339.25	+	.00220	A	\$20,690.00	\$1,752.3	\$431.65
	囫	-	36 C.	AF	ST	BASIC	\$423.55	+	.00411	A	\$20,690.00	\$1,756.9	92 \$940.95
	囫	-	42N	SHORE	SP10	INSTIT	\$292.41	+	.00172	A	\$20,890.00	\$1,748.9	32 \$92.40
	Ð	-	42L0	CU-CUFI	ST	DFRFST	\$293.71	+	.00159	A	\$20,690.00	\$1,751.3	37 \$92.40
	6	-	42L0	CU-CUFI	ST	BASIC	\$293.71	+	.00159	A	\$20,690.00	\$1,751.3	\$386.11
	ø		42N	SHORE	SP10	BASIC	\$295.10	+	.00172	A	\$20,690.00	\$1,749.	32 \$387.50
	囫	- 4	42N	SHORE	SP10	DFRFST	\$297.80	+	00172	A	\$20,690.00	\$1,750.9	92 \$92.40
	Goat	: Sale Prin	0: \$20,65	10.00, Cap R	eduction: \$0	00		1.					Solve For: Paym
		Taxe	\$ 56%			Mileage	10,000		Dir Add	s \$0	.00	Veh MSRP	\$20,690.00
		Sales	0.000	6 Use 5 600 ⁴	6	Trade Eq	\$0.00		Conv Va	m 50	00	Total	\$20,690.00
		Capl	td 5.6009	6 Lux 0.000*	6	Sive Cit	\$0.00		Soft Ad	ds \$0	.00	Avail Gros	\$ \$1,537.52

STEP 4	
Press Results	

Results:

The SP10 program w ill quote 10,000 m iles per year or request 10,000 m iles per year. If the 10,000 m ile per year program is unavailable on the vehicle, no SP10 option w ill appear. Lease Link w ill calculate 12,000 m iles per year.

Raising the Acquisition Fee for Dealer Profit



Raising the Acquisition Fee for Dealer Profit



Raising the Acquisition Fee for Dealer Profit



R em inder: C hanges to system setup will affect the defaults of the system and affect each future N orth Shore B ank deal until the default is modified again.

Using all the Program s North Shore Bank Offers

eal teto		10000000			• •	r						
etricle New 2004 Ct ustomer (none)	ryster Se	ebring Con	vertible 2Dr Converti Sales 0	ble LXI AT [J] oman, John	ACP27] MSRP		\$20,1	40.00 Stoc	k# [Le	aseLİNk
Adjust Deal	suits (hinini 🛛 🐺 🖓 Carr	dara 🔘	Exceptions							
ems	RTR	SCT	TM FS	FS Prg	Rate Prg	Total Pmt	RF	Rt Fctr	CT	Sell Price	Total Prof	t Cust\$Bal
Dest Preferred 🖃 💇	8		36NSHORE	SP10	BASIC	\$538.32	+	.00172	A	\$28,140.00	\$2,342.9	0 \$632.8
unding Source	8		36NSHORE	ST	BASIC	\$560.97	+	.00192	A	\$28,140.00	\$2,342.5	\$655.4
	图		36 MIAL	ST	BASIC	\$562.93	+	00175	A	\$28,140.00	\$2,340.9	\$1,007.4
ease/Balloon C	1	-	36LCU-CUFI	ST	BASIC	\$563.25	+	.00159	A	\$28,140.00	\$2,344.3	\$657.7
ata Image	1	4	36CHRYS BL	SP	BASIC	\$564.87	+	5,700	в	\$28,140.00	\$2,338.6	\$94.50
bealer 🔄	1	-	36USBANK	ST	BASIC	\$566.03	+	.00172	A	\$28,140.00	\$2,342.3	\$660.5
etail Display	ਿ	-	36WFB	gld+	BASIC	\$573.38	+	.00184	A	\$28,140.00	\$2,345.6	\$667.8
	创	- 41	48NSHORE	SP10	BASIC	\$453.43	+	.00172	A	\$28,140.00	\$2,342.5	0 \$547.9
Quittim Cris	1		48MIAL	ST	BASIC	\$469.68	+	.00170	A	\$28,140.00	\$2,340 \$	0 \$914.1
Show all payments	ਿ	-	48USBANK	ST	BASIC	\$469.94	+	.00162	A	\$28,140.00	\$2,342.3	\$564.4
	1	-	48LCU-CUFI	ST	BASIC	\$470.70	+	.00159	A	\$28,140.00	\$2,344.3	\$565.2
			48NSHORE	ST	BASIC	\$471.84	+	.00192	A	\$28,140.00	\$2,342 \$	\$566.3
		-	48WFB	gld+	BASIC	\$480.40	+	.00182	A	\$28,140.00	\$2,349.1	9 \$574.9
	B		48WVFB	gld	BASIC	\$486.05	+	.00197	A	\$28,140.00	\$2,349.1	19 \$580.64
	囫		60USBANK	ST	BASIC	\$409.32	+	.00162	A	\$28,140.00	\$2,342.3	\$503.8
	团	-	60MIAL	ST	BASIC	\$409.55	+	.00170	A	\$28,140.00	\$2,340.9	90 \$854.0
	1	-	60LCU-CUFI	ST	BASIC	\$409.85	+	00159	A	\$28,140.00	\$2,344.3	\$504.3
	日		60NSHORE	ST	BASIC	\$412.91	+	.00192	A	\$28,140.00	\$2,342.9	\$507.4
	6	-	60WFB	gld+	BASIC	\$421.70	+	.00188	A	\$28,140.00	\$2,356.1	\$516.2
	田	<i>—</i>	60 WYB	gid	BASIC	\$425.32	+	.00198	A	\$28,140.00	\$2,356.2	\$519.8
	6	#	60WFB	exp	BASIC	\$432.57	+	.00218	A	\$28,140.00	\$2,356.2	\$527.0
rsion: 9399 (03/12/200	4) Se	ssion: Wi	Dest WI john	ian, John			-		-	For Technical S	upport call (80	0)546-5720 x1
		_		<u> </u>								
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			OT DE T									

Using all the Program s North Shore Bank Offers





Maxim ize the impact of the rebate on a sign and drive

CIC 140W 2004 C	dillar SRX	AWD 4Dr Wan V8 A	T (6ED26)			_					_	LANK-	T ÎN IL
lorner (none)		NewDord	Palas Par	en laba		nn 🗆		1.000.00	Planks -			Lease	LINK
Adjust Deal	esutts @	New Deal								<u>(0</u>			
	mal				/ 1	icenti	ves				av 1	Dura la	
nn d Preferred - DY	IM	Vehicle New 200	4 Dodge Ca	ravan 4Dr W	/gn Grand	SE AT	(RSK)_53				96	Res \$	viax Mil
and Source	36NS	Type	Amount 1	Amount 2	End)ate	Source	Prop	Rebate	Dir Cash	500	\$23,645.00	25,00
Quote +	36LC	Rebate(All)	\$0.00	\$0.00	(none)	T	C CAF	ST.	Amt 1	Amt 1 -	285	\$23,780.00	30,00
	36NS	Lease Rebate	\$0.00	\$0.00	(none)	7	CAF	SUSP	Amt 1	Amt 1	500	\$23,645.00	25,00
Balloon C. +	36MI/	Retail Robate	\$0.00	\$0.00	(none)		CHRV8	8P	Amt1 _	Amt 1	490	\$23,172.10	19.00
mage	36WF	Danier Charles	50.00	80.00	(incase)	-	CHRYS	ST	Amt 1	Amt 1	480	\$23 080 80	25.00
iual +	3814/	12 mo	\$0.00	\$0.00	ATIVALUI.	-	C MIAL	ST	Amt 1	Amt 1	480	\$23,080,80	25.00
Display	26144	13-24 mo.	\$0.00	\$0.00	1		O NSHORE	SP10	Amt1	Amt1	100	\$23,000.00	25,000
*	DOAAL	25-36 mo.	\$0.00	\$0.00	6	-	O NSHORE	ST	Amt1 _	Amt1	400	\$25,000,00	25,00
1	48LC	37-48 mo.	\$0.00	\$0.00		-	USBANK	+3	Amt 1	Amt 1	285	\$20,469.70	22,50
	48NS	49-60 m0.	\$0.00	\$0.00	1	_	C LISBANK	RU	Amt 1	Jamit 1	420	\$19,861,80	25,00
ow all payments	48NS			44.44	5		O WEB	exp	Amt 1	Amt 1	420	\$19,861.80	25,00
	48MI						C WFB	gld	Amt 1	Amt 1	410	\$19,388.90	19,000
	48W						O WEB	gid+	Amt1 :	Amt 1	400	\$19,234.00	25,000
	48WF						CAF_BL	RG	Amt1	Amt 1	400	\$19,234.00	25,000
	48US	Born	1	Annie M	athod		CAF BL	ST	Amt 1	Amt 1	380	\$17,970,20	25.000
	601 C	Rebute	Ciue e	Advance bo	itance Ca		CHRYS	SP	Aml 1	Amt 1	285	\$17 632 30	18.000
	BONS	Dealer Cash	Reduc	e Invoice		-	CHRYS	ST	Amt1 .	Amt 1	360	\$17 024 40	25 000
	RONE		-	-	_		Tem LICEDS	IST	INIA	-JENIG -U-	280	\$17,024.40	25,000
	CONO	PROFESSION OF STREET		Next	S Adus	It Deal	49.65	iculata.		Bricel	300	\$17,024.40	20,000
	COMIN	5- C	1		-	10	10,000			11	1300	\$10,001.00	19,000
	1.60WF	B gl	+	NA	0	.17	15,000 18	5,000	.17	20	,340	\$16,348.90	20,000
				NICO		10	A 10 10 10 10 10 10 10 10 10 10 10 10 10	000 3	12	±0	220	\$15 197 20	20.000
	60US	BANK S		1824		.10	15,000 1	5,000	- 19	40	.520	\$10,102.00	20,000

box is set to "D ue in A dvance balance Cap." M ode.

Working Deals	🔂 Dea	i Detai	5 8	• 6 9 • 6	* - <i>A</i>	• • • •							
Vehicle New 2004 Do	idge Ca	atavatt	4Dr Wgn Q	and SE AT (R	5KL53					ATV: AT		llea	sol ÍNK
Customer (none)				Sales 0	oman, John	MSRP	5	\$24,8	50.00 Stock	¢# [Lea	Sectivity
🔧 Adjust Deal 🛛 😽 Ri	sults	0	Vorksheet	s 🐺 AB Con	npare 😡 i	Exceptions							
Terms	RT	RS	TIM	FS	FS Prg	Rate Prg	Total Prnt	RF	Rt Fetr	CT	Sell Price	Total Profit	Cust\$Bal
Dest Preferred - 17	1		361	SHORE	ST	DFRFST	\$406.93	+	00182	A	\$24,850.00	\$1,720.94	\$0.00
Oulding Source	1		a 361	ISHORE	ST	BASIC	\$416.29	+	.00182	A	\$24,850.00	\$1,724.11	\$0.00
hew	ਿ	11	360	HRYS_BL	SP	BASIC	\$416.52	+	5 700	в	\$24,850.00	\$1,716.32	\$0.0
.ease/Balloon C	1	- 53	360	HRYS	SP	BASIC	\$417.33	+	.00145	В	\$24,850.00	\$1,730.24	\$0.0
Data Image	囫	- 3	a 361	CU-CUFI	ST	BASIC	\$423.13	+	.00159	A	\$24,850.00	\$1,725.63	\$0.0
Dealer 🔄	1	- 97	361	JSBANK	ST	BASIC	\$424.79	+	.00172	A	\$24,850.00	\$1,723.64	\$0.0
letail Display	Ø	- 3	361	NFB	gld+	BASIC	\$431.22	+	.00184	A	\$24,850.00	\$1,728.50	\$0.0
tone I	创	6	481	SHORE	ST	DFRFST	\$352.17	+	.00182	A	\$24,850.00	\$1,720.94	\$0.0
Outline Cost	1		481	SHORE	ST	BASIC	\$358.01	+	.00182	A	\$24,850.00	\$1,723.53	\$0.0
Show all payments	团	112 31	480	HRYS_BL	SP	BASIC	\$359.19	+	5.110	В	\$24,850.00	\$1,716.20	\$0.0
	1		481	JSBANK	ST	BASIC	\$360.57	+	00162	A	\$24,850.00	\$1,723.00	\$0.0
	1		481	CU-CUFI	ST	BASIC	\$361.63	+	.00159	A	\$24,850.00	\$1,725.01	\$0.0
	Ø		481	JAIN	ST	BASIC	\$367.63	+	.00170	A	\$24,850.00	\$1,725.12	\$0.0
	Ø	1	481	NFB	gid+	BASIC	\$369.54	+	.00182	A	\$24,850.00	\$1,727.21	\$0.0
	M	0	601	SHORE	ST	DFRFST	\$314.35	+	.00182	A	\$24,850.00	\$1,720.94	\$0.0
	团		601	SHORE	ST	BASIC	\$318.39	+	.00182	A	\$24,850.00	\$1,723.13	\$0.0
	M	-	601	JSBANK	ST	BASIC	\$319.38	+	00162	A	\$24,850.00	\$1,722.59	\$0.0
	ਿ	16	601	CU-CUFI	ST	BASIC	\$320.20	+	.00159	A	\$24,850.00	\$1,724.60	\$0.0
	囫	- 22	601	AIAL	ST	BASIC	\$325.41	+	.00170	A	\$24,850.00	\$1,724.70	\$0.0
	圕	- 18	a 501	NFB	gld+	BASIC	\$329.76	+	.00188	A	\$24,850.00	\$1,728.55	\$0.0
	٥		a 601	WFB	gld	BASIC	\$332.51	٠	.00198	A	\$24,850.00	\$1,728.57	\$0.0
	I												
ersion: 9399 (03/12/200	M) S	iession	x WI D	eat WI Oor	nan, John					-	For Technical S	upport call (800)5	46-5720 x1

STEP 2

To defer the custom er's first paym ent, double click on the icon at the left of the paym ent screen to display all of the rate program s available to you through N orth Shore B ank.

🖸 LeaseLink V6 - North Shor	e Bank - Goman						- T - C - C - C - C - C - C - C - C - C
Bi Working Deals	i Details			A	6		
Deal Info Vehicle New 2004 Dodge C Customer (none)	atavan 40r Wgn Gru	and SE AT	PRSKL53 Ooman, J	John M	SIP \$24,050.00 Stock4	1	L easeLINK
Notes Adjust Deal 48 Results	C Vinnisheids	間がに	nimilaria	Ciceptons			
Guick Deal	1				💰 Funding Programs		
Pricing & Factory Options	Image Quick Q	uote	+	Legal Name	North Shore Bank		
Deslership Deslership Taxes Charges Insurance Raise Programs Raise Programs Raise Programs Trades Constant Cash Constant Cash Costomer Cash Costomer Cash Costomer Cash Costomer Cash Vehicle Info	C CAF C CHRYS C CHRYS C CHRYS C LCU-CUF MISHORE C NISHORE C USBANK C CAF_BL C CAF_BL C CAF_BL C CAF_BL C CHRYS_BL C CHRYS_BL C CHRYS_BL	8T 8USP 8P 8F 8T 8T 8T 8T 80 910 910 910 910 910 910 910 91	य ब राजा जा राजा था राजा राजा राजा राजा राज	Pate Parm	BASIC NoSD NoDISP MED1 MSD2 MSD3 MSD3 MSD5 MSD6 HOME INSTNT RENEW DFFRS1 DFFRS0 USER	Rate Programs	
Version: 9399 (03/12/2004) 5	iession: Wi Dea	et WI (G	ioman, Jol	u		For Technical Support	call (800)546-5720 x1
			ST C T T du p as L	FEP 3 heck the ' he securit ier 1 cust ue in 30 d lanning or s cap cost w est payr	"D FR FST" box to defer y deposit is autom atica om ers and the first payn ays. Any cash that the o n putting down can now reduction. This will sho n entw ithout giving up	rthe firstpaym er lly waived to all n entwill now be custom erwas be used com ple ow a custom erth profit.	nt. e tely ie