

MST Release Notes

Build: October, 2023



The following enhancements will be implemented in the October Mobile Sales Tool – Showroom Release.

MST Enhancements

Select Lead Type

The lead type in MST will no longer default to Showroom Up. Lead Type will continue to be a required field, but users will need to intentionally select the appropriate lead type while completing the Customer Profile.

CUSTOMER'S PROFILE

We calculate your tax rate using a third party service provider. If input or prepopulated here, your full address including zip code will be sent to the provider for calculation of your tax rate. Your name will not be shared. If you do not want us to share your full address at this time, we can include only your zip code. However, a tax rate calculated using only your zip code may not be accurate. If you later choose to purchase or lease your vehicle from us, we must then calculate your tax rate using your full address. Any time you re-configure your deal structure, your full address or zip code, as applicable, will be re-sent to the provider.

Scan Driver License

FIRST NAME * LAST NAME *

EMAIL *

PHONE

PREFERRED CONTACT METHOD

EMAIL PHONE TEXT

GARAGE ADDRESS

COUNTY

STATE

ZIP

SELECT LEAD TYPE *

Showroom Up

Phone Up

Internet

TEST WILSON

TOYOTA OR LEXUS FINANCIAL SERVICES CUSTOMER

ADD CUSTOMER

[IMPORTANT INFORMATION ABOUT YOUR PRIVACY](#)

Payment Grid Customization

Customizations to your initially offered Purchase Type, Terms, Down Payment, Mileage combinations and the featured selection can now be made in your Dealer Daily-F&I Admin settings by selecting the new Payment Grid Details Tab. Your featured selections, will reflect in MST on the **first** visit to the Pricing Page for each write-up.

Note: after making changes in F&I Admin, it is best to have any MST users log out, and log in again for the featured selection changes to persist on new write-ups.

F&I Admin

OFFER MARKUP LEASE SETTINGS **PAYMENT GRID DETAILS** PROTECTION PRODUCTS AUDIT

Global Showroom Online

Changes to payment grid defaults will be effective in MST with a delay of approximately 10 minutes.

Standard Rate Grid Configuration

New

Select Up to 3 Standard Finance Terms *

select

Select Up to 3 Standard Lease Terms *

select

Select Up to 4 Default Mileage Options *

select

Select Featured Term for Finance *

60 66 **72**

Select Featured Term for Lease *

24 **36** 39

Select Featured Annual Mileage Option *

10000 12000 **15000**

Default Term and Mileage settings can be selected

Featured Term and Mileage settings can be selected

Certified

Select Up to 3 Standard Finance Terms *

select

Select Up to 3 Standard Lease Terms *

select

Select Up to 4 Default Mileage Options *

select

Select Featured Term for Finance *

48 **60** 72

Select Featured Term for Lease *

36

Select Featured Annual Mileage Option *

12000 15000

F&I Admin

OFFER MARKUP LEASE SETTINGS **PAYMENT GRID DETAILS** PROTECTION PRODUCTS AUDIT

Global Showroom Online

Changes to payment grid defaults will be effective in MST with a delay of approximately 10 minutes.

Showroom Payment Grid Configuration

New

Select Default Payment Options for Finance *

\$3000 \$**4000** \$5000 Enter New Down Payment

Select Type of DownPayment *

\$ % **Select down payment value to be \$ or %, choose 3 values and select which is featured.**

Select standard or special rates for Finance *

Standard **Select if standard or special rates should be offered as the default.**

Select Default Payment Options for Lease *

\$2000 \$3000 **\$4000** Enter New Down Payment

Select Type of DownPayment *

\$ % **Select if Finance or Lease should be first on the Pricing Page.**

Select standard or special rates for Lease *

Subvented

Order of Featured Offer Type *

1. Finance
2. Lease
3. Cash

Bug Fixes & Additional Enhancements

- Resolved issue regarding Loyal Customer Payoff Amounts
- Resolved issue with Pricing and Credit Score Updates
- Resolved issue in editing body of Emails

Reminders

REMINDERS

To contact Premier Support

- By email: send a message to PremierCare@toyota.com
- By phone: call 1-877-DLDAILY (1-877-353-2459), choose Option 2