

Build: 12/11/2023

Manual Rates

We are pleased to announce that we can now offer the ability for dealers to display non-TFS rates within the SmartPath experience.

In order to have these rates display in MST, MST-C, Management Console and Digital Garage, the dealer will need to add these rates within the F&I Admin Application, which can be accessed via <u>https://dealer.toyota.com</u>.

	Kansas City Region Wilson Toyota - 14046		Test Wilson 😫 🌲
OFFER MARKUP LEASE SETTINGS PAYMENT GRID DETAILS	RD PARTY LENDER PROTECTION PRODUCTS GROSS PROFIT	DEPLOYMENT JOB MANAGEMENT AUDIT	
			Add Campaign
CapitalOne (Inactive)			
Campaign Name: CampaignId:1700206303802 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: CampaignId:1700208633716 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: Campaignld:1700208648090 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: CampaignId:1700206331503 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: CampaignId:1700220656156 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: CampaignId:1700220669723 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Veridian Credit Union (IN) (Inactive)			
Campaign Name: CampaignId:1700220769558 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: Campaignld:1700206426680 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~
Campaign Name: CampaignId:1700208733546 Start Date: 2023-	1-17 End Date: 2023-11-17	Status: Expired	~

After clicking on 'Add Campaign', the dealer can begin adding the custom details of the new rate:

Campaign Name Make Image: Compliance of the second seco			Applicable be select	nodels can ted here
Toyota Start Date mm/dd/yyyy Disclaimer The sample disclaimers below for third-party rates offered by you are not if compliance with applicable law. Dealers are responsible for ensuring that related disclaimers being provided to the consumer are not misleading, dr Term available on new, used, certified vehicle listed above, with apply your credit qualifications. Estimated monthly payment will vary bas other fees and charges that may be financed with your vehicle. The (including but not limited to title, license, registration, documentat this always the case with third party rates? If not, we will need anot Other Restrictions Enter Other Restrictions Disclaimers provided by the lender sour		Model		Year
tart Date Expiration Dat mm/dd/yyyy bisclaimer be sample disclaimers below for third-party rates offered by you are not i ompliance with applicable law. Dealers are responsible for ensuring that lated disclaimers being provided to the consumer are not misleading, di ferm available on new, used, certified vehicle listed above, with applicable orour redit qualifications. Estimated monthly payment will vary pas other fees and charges that may be financed with your vehicle. The including but not limited to title, license, registration, documentat his always the case with third party rates? If not, we will need and other Restrictions Enter Other Restrictions	▼			-
mm/dd/yyyy mm/dd/yyyy mm/dd/yyyy mm/dd/yyyy mm/dd/yyyy isclaimer he sample disclaimers below for third-party rates offered by you are not i ompliance with applicable law. Dealers are responsible for ensuring that elated disclaimers being provided to the consumer are not misleading, di ferm available on new, used, certified vehicle listed above, with app orour credit qualifications. Estimated monthly payment will vary bas ther fees and charges that may be financed with your vehicle. The including but not limited to title, license, registration, documentat his always the case with third party rates? If not, we will need anot ther Restrictions inter Other Restrictions		Bank Source		Lender Incentive (\$)
isclaimer he sample disclaimers below for third-party rates offered by you are not is ampliance with applicable law. Dealers are responsible for ensuring that dated disclaimers being provided to the consumer are not misleading, du our credit qualifications. Estimated monthly payment will vary bas ther fees and charges that may be financed with your vehicle. The including but not limited to title, license, registration, documentat his always the case with third party rates? If not, we will need anot ther Restrictions Inter Other Restrictions Disclaimers provid by the lender soun can be added ba	Θ			
The avalable of the end of the control of the end of the average of the end o	nded to address federal, state, or disclaimers included in these field tive, or incomplete.	local law requirements, and Toy ds comply with all applicable law	ota makes not representations ws and include all the informat	or Dealers will need to have arty rate and the bank source available in RouteOne
Other Restrictions Enter Other Restrictions Disclaimers provid by the lender sour can be added be	ing estimator gives you the ab and other dealer fees) that will field that lists restrictions on co	ent market conditions, your c ility to toggle the displayed e l be owed by you. These finar ombination of this offer with c	redit history, down payment istimated payment to either noing terms may not be com other offers]. Must take retai	the final negotiated price of the vehicle and nclude or exclude the taxes and fees pined with any other incentive or rebate. [is delivery from dealer's stock and terms subject
Enter Other Restrictions Disclaimers provid by the lender sour				
can be added he]		•	
				Cancel Add



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ate Rate Rule	Manual apply to	ates will only Finance deal	, ;								×	
fer Type		Sales Class				Model Co	de					
nance	•	New		•		All				*		
Rate Table TERM MARK UP				BASE RATE		Applicable	e term	s can b	be add	led her	θ	
24 3	1+	1	2	3	4	5		5	7			
						6		5	6			

After customizations have been completed, the dealer will be returned to the following screen:

ampaign Name: CL Test		Sta	art Date: 2023-11-20		End Date:	2024-01-31		Status: Activ	cloned by clicking here	
Make : Toyota	Year : All		Model : Tundra,Tacoma			Lender Incenti	ve (\$) : 2500	Status 🥌	Activate/Deactivate	
isclaimer : Testing to see if ate Rules:	this is for real									
Offer Type : Finance			Model Cod	e : All			Sales C	lass : New	Dealer toggle th the rat	will need to his status for te to show
Rate Table	л	MARK UP				BASE	RATE			
60		1	1+	1	2	3	4	5	6	7
			2.5	2.5	3.5					
72		0.5	1+	1	2	3	4	5	6	7
			2.5	2.5	3.5					

In Console, the lender name will display. If you hover over the lender name, the corresponding display name presented in MST will also show.

Payment Grid Selling Price Trade Add-Ons Protection F

Estimated Pay	ment	
Purchase Type		
Finance	~	
Finance Calcula	tor	
FINANCE OPTIC	ons	
Terms	Source Bass Pro Shop Financial Diselan earror Option A	Markup
48	Bass Pro Shop Financial	2.00
60	Standard-Toyota Financial 🗸	1.40
72	R1 Independent Test eC FS 💙	1.00



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In MST, the name of the lender in the Source will be masked. In addition to the Standard or Special Rates, you will see additional Options available.

FINANCE						APR ²⁵ 8.29 %
OPTIONS					CASHDOWN 24	
Term		Source		\$3,000	\$4,000	\$5,000
48 MO.	•	Option A	-	\$688.68	\$665.61	\$642.53
60 MO.	•	Standard	•	\$595.14	\$574.66	\$554.19
72 MO.	•	Option C	-	\$503.77	\$487.04	\$470.31
		Option A	•			
-		Option C				
		Standard	•			

In MST-C, the source of the rates is shown as TFS or Non-TFS (For SET dealers, it will show as SETF or Non-SETF). Any rate that is a non-TFS rate will show a label indicating 'Non-TFS' (or Non-SETF). Additionally, hovering over that label will show the lender as 'Third Party'.

Payment Options	* (5) Sort: Recommended V
For informational purposes affiliates and makes no repr their terms or conditions.	why. Toyota is not responsible for rates offered by third party financial institutions or its sentations regarding the accuracy or completeness of anomation about such rates, Lender: Third Party
○ \$763 /mo.	3.50% APR 60 mos. incl. \$2,500 cash Non-TFS ()
○ \$876 /mo.	9.68% APR 66 mos.
● \$637 /mo.	3.00% APR 72 mos. incl. \$2,500 cash Non-IFS ()
○ \$925 /mo.	8.89% APR 60 mos.
○ \$820 /mo.	9.68% APR 72 mos. TFS ()
Show Less	

Note: Manual Rates in MST-C will only display in the tier 3 experience



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While a user is shopping in MST-C, they can also save an estimate with a non-TFS rate to their Digital Garage. They will see the same label as in MST-C indicating "Non-TFS." After clicking on the info icon, "Lender: Third Party" is displayed. For TFS rates, the same info icon will display "Lender: Toyota Financial Services."

1y Saves	Share your saves with Wilson Toyota to speed up your search. Yo able to pick up where you left off and stop sharing at any time.	bu'll be Start Sharing	
aved Inventory		Search More Inventory	
2023 Camry LE Hyl Total SRP [*] \$33,616 2.5L 4-Cyl. Gas/I (ECVT) with sequential shift mode	brid lectric Hybrid Engine / Electronically controlled Continuously Variable Transmission	۲	
Advertised Price * \$33,500 Vehicle may be in transit. Contact dealer to confirm availability date.			
Wilson Toyota	Exterior Supersonic Red * Ir Window Sticker 12 Pkg/Acc	nterior Ash Fabric 25 VIN 411H31AK9PU054461	
Finance Estimate Offer Details \$595 /mo* 5.999 Taxes & Fess included. Price Details	6 APR" 60 months" \$5,000 down payment III 0	serves limits	
Finance Estimate Offer Datails \$681 /mo' 3% APR Taxes & Frees included. Price Details	48 months' \$5,025 down payment'	Remove Estimate	
		_	

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