

How to Calculate a Lease Payment

A step by step guide on how to structure your first lease payment.

Work the Deal

First: Submit Application

In order to begin structuring the lease transaction, simply submit your customers application through our portal. Then use the “Work the Deal” section to test lease terms and play with the transaction.

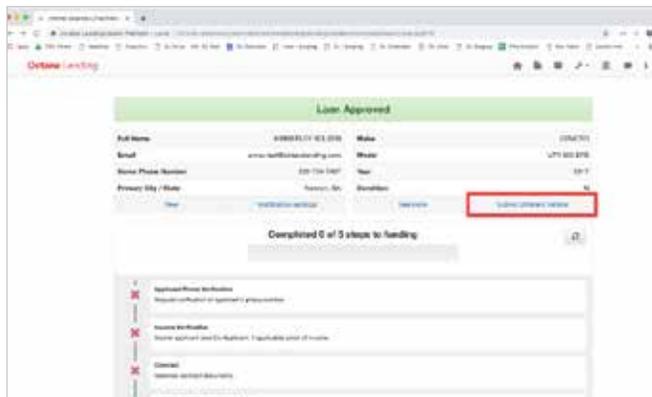
30 Days: One Hard Credit Pull

Since your customer will only receive one hard credit pull within a 30 day time frame, there’s no harm in submitting another application in order to test different scenarios like leasing.

No matter how many applications you submit, Roadrunner Financial will only pull credit once in a 30 day time period.

When should you “Copy into New”?

With our “Copy into New” feature, you have the ability to take any application, new or used for any OEM, and easily copy your customers information into a lease transaction for a Spyder and/or Ryker vehicle. As long as the 30 day application window has not been met and your customer has at least a 660 FICO score, this feature will allow you to copy your customer’s application without re-pulling credit. Once the application is copied, you can calculate a monthly payment.



On the Work the Deal page, you can use the Submit Different Vehicle button to Copy into New. You'll be able to modify the vehicle year, make, model, vehicle condition, and use the VIN decoder.

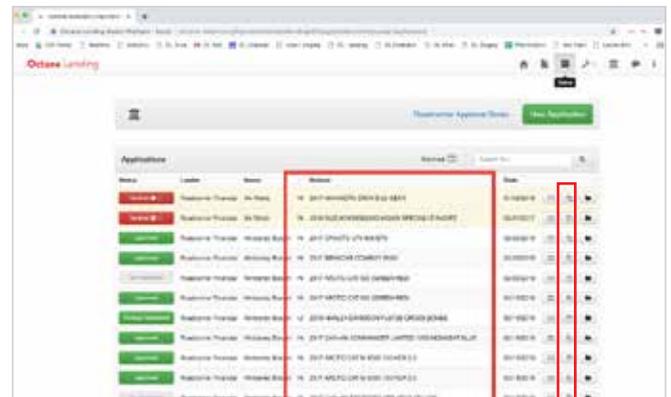
NEW: SOFT CREDIT PULLS

Our **free** soft credit pull feature allows you to give your customer an instant decision without impacting their credit score.

ENROLL HERE!

For more information or to get enrolled*, ask your regional sales manager for more information or call us at [\(646\) 370-5471](tel:6463705471).

*Allow up to 72 hours for enrollment processing



You can also use the Copy into New button on the right side of your dashboard. We've added two new columns, Vehicle and Vehicle Condition, to your Applications dashboard. Use these columns to locate the copied application with ease.