

ally do it right.

# Make the smart choice.

Work with Ally SmartLease.



## Help drive profitability with the platform tailored to your business needs.

Turbo charge your PVR goals with SmartLease. Our team of specialists can help you create even more opportunities, from closing the deal to creating a loyal, happy relationship with customers.

### Smart Lease offers:



**A 2% markup rate** for reserve with no split



**Lease Buyout Program** that can help you acquire off lease inventory for less using our recently enhanced market-based pricing\*

\*Floorplan dealers are eligible for a bonus payment of up to \$1,000 for each eligible off-lease vehicle purchase.



Markup of up to **120% of vehicle invoices & DIOs**



**Ally Dealer Rewards** incentives that pay you more the more you do business with Ally



**Expanded mileage options** — from 5k to over 20k



"It's a win-win scenario when you work with Ally SmartLease. The dealership's happy and the customer's happy."

**Jim Colovos**, Finance Manager, Serra Chevrolet

## SmartLease offers best-in-class financing, training and tech from a team that cares.

# 1

### Software & support that go the extra mile:

- **Quick and easy eContracting** with Dealertrack and RouteOne, and seamless DMS programing so you can onboard quickly
- **Online mock contract system**
- **Access to Ally Ride Return**, your one-stop shop for quoting, grounding and purchasing vehicles at lease-end

# 2

### Virtual and in-person training to suit your schedule:

- **SmartLease training and consultations** to help staff understand our programs and advantages through webinars and on-demand guides

# 3

### More ways to build customer loyalty and retention:

- **Attractive payments and terms** across a broad credit spectrum
- **Refund unused mileage** for lease terms over 15,000 miles
- **The opportunity to add SmartLease Protect** which can help protect customers from potential lease-end charges and can help you earn more F&I revenue

## Are you ready to increase your lease volume?

Reach out to your dedicated Ally Account Executive or to our team of leasing specialists to get started with SmartLease.

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