



ADVENT RESOURCES, INC.

P.O. Box 1740, San Pedro, CA 90733-1740

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Advent Resources Inc. (310) 241-1500

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IN THE NEWS

Data from
Powergram®

Prius Most Popular

The Toyota Prius currently is the most popular hybrid model, accounting for 42% of all hybrid vehicles sold, based on the J.D. Power and Associates Automotive Forecasting U.S. Hybrid Vehicle Forecast: Quarter 4, 2006.SM The Prius, which is a compact conventional model, is expected to continue as the sales leader during the next few years, according to Chris D. Brower, analyst at J.D. Power and Associates Global Powertrain Forecasting Division. In 2006, the Prius was the sixth-best-selling model in the crowded compact conventional segment (with more than 20 entries), according to the J.D. Power and Associates Sales Report.SM In December 2006, Prius sales increased 2.9% from the same month in 2005 to 9,291 units.

Compacts Gain Clout

In December 2006, five of the seven segments with the fastest turn rates in the industry were compact vehicle segments, according to the Power Information Network (PIN), a division of J.D. Power and Associates. The compact premium crossover—CUV (28 days) and compact basic car (35 days) segments rank No. 1 and 2, respectively. In addition, the turn rates for these two segments dropped dramatically from December 2005, although the industry's average turn rate rose from 55 days to 67 days during this time period, PIN data indicates. In calendar 2006, the compact vehicle share of the total new-vehicle market rose more than three points to 31.2% from 27.9% in 2005, according to PIN analysis.

Data for this column is courtesy of The PowerGram, published by J.D. Power and Associates. Copyright 2001 by J.D. Power and Associates. All rights reserved. A free subscription to the daily PowerGram is included with your participation in the Power Information Network. Contact Tim Gill @ (310) 241-1500.

Advent Welcomes



Advent is delighted to welcome new members from Southern California, **Superior Car Mart** in Mission Hills and **Toyota of Alameda** in the historic town of Alameda. These two power dealerships are a valued addition to the Advent member roster.

From Central California, we are pleased to welcome **Acura of Stockton** and **Stockton Toyota**.

Advent looks forward to a successful partnership with these new members of our client family as we join to make 2007 a banner year in profitability. 🌴

Power User of the Month

Eric Frost
Miller Automotive
Group One
Automotive Inc.



We are pleased to recognize **Eric Frost**, a Power User that has really embraced the Advent System and made significant contributions to the success of the install for the biggest dealership group on the West Coast.

Eric has learned the system so well that he motivates users to take full advantage of system features and he is such a skilled operator that he is able to resolve any issues for them when they arise.

He assists all the Miller automotive stores fix problems and teaches the sales crew to use functions like Advent CRM effectively.

Thanks, Eric. You're a big part of the smooth operation of the Advent System in the Group One stores on the West Coast. 🌴

NADA LAS VEGAS

CONVENTION & EXPO

FEBRUARY 3-6, 2007

Saturday 8:00am to 4:30pm
Sunday 8:30am to 3:30pm
Monday 8:30am to 3:00pm
Tuesday 8:30am to 1:30pm

VOICE OF THE DEALER
"TAKING ON THE FUTURE"

ABOUT ADVENT RESOURCES INC

Advent Resources, Inc., a leading provider of high-value software solutions for the retail automotive vertical market, is proud to announce the release of **HPSS version 5.0** for the **2007 NADA Convention**.

Please join us by visiting our booth **2225c** at the NADA show.

You can also contact Advent for sales, support or anything else at:

Advent Resources Inc.
235 W 7th street
San Pedro, CA 90731
(888) 9ADVENT

Service CRM

Advent's **Service CRM**, enhances the functionality of the original Advent Prospect system and provides some very effective new features including Internet lead handling, Marketing Campaigns for direct mail, email, and phone calls. Other highlights of the include an HTML email generator that lets you create graphical html adds to send features, specials and product information to your customers.

The great standby tools of Advent Prospecting such as daily work plans, consolidated dealership wide activity calendars, and quick vehicle and name file access remain, while the addition of many significant new functions help you better manage the relationship with your customer and prospects.

One highlight: the first step in including service events for follow up in Advent Prospecting. Users will be able to view all service transactions, work orders for every customer for every vehicle they own, and be able to kick off follow ups, letters and emails on service activities. For example is a customer purchases a vehicle and does not show for service within X days, the system can be configured to place follow up events on the work plan of the responsible dealership employee to contact the customer for their first service appointment.

In addition a rating system (star based) can be defined which tracks sales dollars in service, parts thru service and vehicles sales. It also let's you keep track of the CSI scores you have received from any given customer for service and sales operations. The net result is that the user gets a total customer value view by simply viewing the record. 

SuperDesk

Advent Resources popular feature **SuperDesk** is an add-on module to the popular High Performance Sales System software package.

States Tim Gill, CFO for Advent Resources, Inc. "With SuperDesk, dealers can quickly and easily compare

payments, drive-offs, front & back-end grosses across lease sources, providing their customers the deal that best meets their budget and needs. "

SuperDesk is essentially a data subscription service that provides an automatic feed of the data dealers need to quickly and accurately provide the best deal for their customers. In addition to providing the information on lease options, SuperDesk will also allow dealers to compare retail vs. lease options across banks, and lease and retail payments on used cars for sources who make this option available.

CFO Gill explains, "For the first time, dealers can use an embedded tool to provide this important functionality. No other provider makes this tool available as part of the F&I system which is used for the point of sale and accounting function. This fact yields a much cleaner analysis of the actual fees and costs in any given transaction and prevents uncomfortable surprises, such as payments which do not include important costs like DMV fees and dealer added options. This is a great addition to our existing High Performance Sales Suite of tools." 

Super Desk Multi Payment Worksheets

Advent offers the ability to create multi payment, multiple term, and multi down payment worksheets to aid in customer show-room negotiation.

This feature provides more options for the sales personnel to help customers select a deal structure which meets their individual needs. 

Fast Lease

Advent **Fast Lease** is an enhancement available to our lease desk function. All rates and residuals for your lease sources are maintained and delivered by Advent nightly. The system let's the user easily sort the sources by multiple criteria such as lowest drive off, highest profit, lowest payment etc. to find the best scenario for the dealership and customer.

This function also drives our multi payment disclosure function which until now required the user to maintain rates and residuals on a default bank manually. 

Profit Builder Menu System

Advent delivers the powerful F&I menu selling tool **PBMS**. The system brings to you the absolute comfort that you will not have to worry about the compliance issues surrounding AB68 compliance and payment quoting.

The system uses our proprietary calculation engine in Sale Control and any purchased F&I after market items sold automatically download to the deal record with the exact payment presented in the menu process. 

Advent Car Scanner

Advent **Car Scanner** allows an image of an individual's drivers license to be pulled into the CRM tool. It then uses the scanned information to fill-in the prospect information. This advanced scanner design is highly reliable and can both scan and parse business cards. An additional powerful feature: the dealer can now use it to process credit cards directly through sale control.

These features offers the dealer greatly increased speed in processing a prospect and a greatly decreased margin of error by eliminating repeated keyboard entry of information. 

Toyota Vehicle Order Upload

Advent Resources powerful new feature **Toyota Vehicle Order Upload** allows dealers to receive a file from Toyota that contains all the information about the vehicles being shipped to them. This file can be uploaded into the Advent System so the dealer will have all the information about the vehicle in their system before the vehicles arrive on site

Streamlining processing tasks is one way Advent Resources seeks to build profitability for Advent System users. 

**PLEASE JOIN US BY VISITING OUR BOOTH 2225C AT THE NADA SHOW
ADVENT RESOURCES INC. • 235 W 7TH STREET SAN PEDRO, CA 90731 • (888) 9ADVENT**

F & I Express

Advent Resources powerful new **F&I Express** is an innovative new tool designed to streamline the ordering process for any after-market product currently being sold by a dealership.

With the sale of after-market products is completely manual, several hours is added to the sales transaction, tying up valuable sales and F&I resources that could be working on other deals

F&I Express streamlines the process with a few clicks of the mouse, printing the required forms and submitting the relevant deal information electronically to the third party vendors

“We’ve built F&I Express to work with the various after-market vendors to ensure they can electronically receive the customer and vehicle information for their products”, stated Tim Gill, CFO of Advent Resources. “We feel the use of F&I Express will easily save an F&I department at least 30 minutes per customer, allowing the department to work more deals each day.”

F&I Express will not require dealers to change the mix of products they currently offer. Advent is currently working to sign deals with many strategic partners to ensure excellent coverage across products. Best yet – the product is offered at no charge to the Dealer.

“For over 17 years we have been at the leading edge in providing our clients with state-of-the-art dealer management solutions that enhance their productivity and profitability. F&I Express is just another example of making our vision into our clients’ reality”, stated Gill. 

Kar-Rent

KarRent is a rewrite of the Advent Daily Rental Car Control application to a web based interface which can be delivered on an ASP basis. The system has many sophisticated and unique features which assist in the always challenging job of rental and service loaner control.

- ★ The system has a comprehensive vehicle allocation feature which lets the user determine what cars are available for any given period of

time for rental in the future. On start up, it automatically shows all reservations for any given day, all expected returns for the day, and available cars for the day

- ★ The system can handle an unlimited number of units in rental inventory and tracks inbound and outbound mileage in the vehicle record.
- ★ The system keeps customer rental history and unit rental history to make it easy to process recurring rental to a given customer and making it easy for to find out who had what car on what day.
- ★ The application has flexible search criteria and reports can be run by unit number or license number as required. The system has Laser document production which can be used to lower the paper cost of operating a rental department. Its flexibility allows the user to produce reservation cards, contracts, condition worksheets, unit information sheets and invoicing.
- ★ The system has memo capability on records for vehicle and transaction to keep track of anecdotal information about the unit or transactions. 

Carousel Insurance Binder

Remember the days of waiting minutes or hours to have an insurance agent come to the dealership to issue a vehicle insurance binder so you can deliver the vehicle with proof of insurance? Those days are now gone with our new **Carousel Insurance** integration project. Once signed up with Carousel, you can automatically submit the required data direct from the deal record and have an insurance binder available in under 45 seconds. It is easy, it is fast and it is free as Carousel is providing the integration to our clients at no charge. 

Additional Features

California DMV Integration: This project enables integration to the First Advantage ADR DMV registry suite. Dealers can process DMV paperwork, transfer vehicles, run inquiries on titles and Drivers, title tag and plate vehicles both NEW and USED.

CUDL: This release supports integration to more than 4500 credit unions thru Credit Union Direct lending.

Curomax: This release now supports integration to Curomax in Canada and the U.S.

PBS DMS Integration: Advent is available with full integration with the PBS Dealer Management System. Contact Advent Sales to find out more.

Document auditing and archiving: A function which saves the data and images (if applicable) on any document printed. It allows the viewing of this audit file and it's time, date and user information along with the ability to reprint identically any document originally produced.

ADP integration enhancements: In 5.0 we offer the ability to unwind deals already processed to ADP service. If a deal is unwound in Advent the system will automatically unwind the transaction in the ADP service record.

California Smog: We feature a California Smog abatement fee exemption flag for hybrid and alternate fueled vehicles.

Full Disclosure Leasing: Though AB 68 required changes to retail disclosure only, we have enabled the system to process full disclosure leasing and quoting as well. Call technical support for details.

VIN Validation: Advent's VIN validation routine that requires a valid 17 digit VIN to create vehicles.

Expanded search criteria in Sale Control: We have the ability to find sale records by email address and home phone number. 

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