

| Old Way | New Way |
|------------------------------------------------|-----------------------------------------|
| 5 hours in a dealership | Fast & easy online experience |
| Haggling back and forth | Upfront, transparent pricing & payments |
| In dealership trade appraisal | eTrade appraisal |
| F&I in dealership | eF&I |
| An hour contracting in dealership | eContracting |
| Pick up car at dealership | Home delivery |
| Drive to dealership to get service | Service reminders & online scheduling |
| Drop off and pick up car at service department | Pick up and drop off from your home |