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The automotive industry generates an astonishing \$638 billion in annual revenues across auto sales, parts, and service areas*. This vast industry creates unique demands at the point of sale, where flexibility, accuracy and quality of service are essential. TeleCheck understands these needs and has developed a suite of check solutions designed to maximize payment efficiencies for businesses in the automotive industry.

The TeleCheck® Preferred Automotive Program

As a leader in the check services business, TeleCheck has been serving the automotive industry for over 40 years. We know what's needed when it comes to check acceptance in your environment: flexible check handling options, high approval rates, simple warranty procedures, and personalized service. TeleCheck provides all this and more.

We offer a suite of services to meet your specific needs including:

- Electronic Check Acceptance (ECA®)
- Check Guarantee
- Hold Check
- C.O.D.
- Check Verification

Benefits at a Glance:

- Potential lower bank fees and improved cash flow
- Increased revenue with higher approval rates
- Reduced risk of fraudulent transactions and check losses
- Electronic processing of personal and corporate checks
- Simplified warranty procedures
- Single terminal platform for check, credit and debit card transactions
- Dedicated customer support

Electronic Check Acceptance

Since 1997, automotive dealers have been using the TeleCheck Electronic Check Acceptance® (ECA) service to make check handling faster, safer, and more reliable. The ECA service converts paper checks into electronic items right at the point of sale and automatically deposits funds directly into your bank account generally within two banking days, improving your cash flow. Because the ECA service is wholly electronic, using it can reduce processing costs, improve speed of funding, consolidate deposits across multiple locations, and reduce time spent preparing deposit slips. In short, streamlining your check processing procedures can provide a faster, easier and more secure way to lower your overall cost of accepting checks. The ECA service is used in all areas of the automotive industry – new/used car sales, parts, and service.

TeleCheck Check Guarantee Service

Our Check Guarantee service allows merchants to accept more checks, including low-numbered, out-of-town, and even out-of-state checks with confidence, because we have the industry's most sophisticated check approval system. Whether using TeleCheck Check Guarantee for paper or electronic checks, we provide a warranty to pay the full face value up to the warranty max of an authorized check, even if the check is later returned, provided all of TeleCheck's simple warranty procedures have been followed. This is especially important in the auto industry where high dollar checks are commonplace.

“Our multi-group dealership has been able to improve and increase our sales by being able to accept, authorize and hold checks. We receive our monthly reports in a timely manner which has enabled us to address any outstanding or violation issues at a moments notice. Our entire down payment process has become more efficient using TeleCheck services.”

Kim Kelly, CFO
Premier Automotive Group

* D&B, 2004 as cited in www.zapdata.com/IndustryReports



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Single & Multi Hold Check

Traditionally used for vehicle down payments, the Hold Check service gives you the flexibility to authorize and then hold one or more checks before depositing them while still being covered by TeleCheck's warranty. The security of knowing these checks are processed using our guarantee service helps automotive dealers to speed up the sale process and increase the number of cars you are able to sell.

TeleCheck® C.O.D.

Designed for the parts department, whose customers order goods or services in advance with a promise to pay at the time of delivery. The C.O.D. service makes check authorization possible before the sale is complete, eliminating the need for a cashier's check or money order. Checks can be authorized even before the final sale amount is known, and all approved checks are warranted up to the warranty max, provided that all of TeleCheck's simple warranty requirements are met.

The TeleCheck® Verification Service

For businesses that do not require the full check guarantee service, our verification services simply help you separate the good checks from the bad ones improving your check acceptance policy. We offer both a basic Verification and Verification with Risk Management giving you access to our proprietary national databases containing information from hundreds of thousands of businesses and financial institutions. Our databases are updated continually, so you can be sure you are receiving the most accurate check verification services in the industry. Faster check out times and higher check acceptance rates add up to more sales for your automotive business.

TeleCheck Automotive Features:

TeleCheck provides the automotive industry with the high quality and personalized service that is expected from the leading check acceptance company. We've taken our knowledge of the automotive industry and transformed it into tangible service elements for your business.

- **Single or Multi Hold Check** - giving your Finance Manager the flexibility to authorize one or more checks and then deposit them at a later date.
- **Corporate Check Processing** - enabling corporate checks to receive the same electronic settlement and funding process via the ECA service as consumer checks.
- **Fast Reimbursement of Claims** on returned checks processed using our warranty service.
- **Competitive Pricing** based on volume, past check performance, and assessed risk.

The average check size accepted at used car dealers is about \$1,500, new dealers average over \$700 and repair shops typically handle checks over \$300 – this means you need a check service that minimizes your financial exposure.

Backed by The Check ExpertsSM

What makes TeleCheck different from other service providers, and forms the core of all of our services is our extensive proprietary databases, used in the authorization process. These databases are continuously updated in real-time with data from over 375,000 subscribers – thereby ensuring the most current/timely and accurate check writer profiles available, as well as the most accurate information on valid bank routing numbers and accounts. TeleCheck's comprehensive screening helps you to sell more cars and service more customers.

