

 Windows-based! Network Ready!

HOME/TRACK™

From the Makers of HOME/TRACK GOLD™ Integrated Lot Inventory / Service & Warranty System

Sales Pro™

Integrated Sales Order / Prospect Management System For Retailers

with Instant Credit Apps & Form 500™

Prospecting with Sales Pro™!

Salesman leaves for the day — prospect information doesn't!

With Sales Pro™ you can instantly pull up important financial and demographic information on your prospects, even when your salesmen are out. Immediately know:

- The prospect's name, address and phone number
- what they can afford
- what their credit is like
- which models they're interested in
- when they want to buy

— information that is crucial to understanding your prospects needs, and helps you maintain a professional image so you can sell more homes.

Automatically turn prospect information into a credit app — and instantly print for multiple lenders!

Sales Pro™ puts an end to whiteout and credit app re-writes. You key in financial information ONLY ONCE, and with a few mouse clicks create multiple professional credit applications for leading popular financial lenders. Saves hours better spent cultivating new prospects!

Know at a glance which prospects are ready to buy!

With Sales Pro™, you know at a glance what stage of the sales process your prospects are in. Instead of Post-It™ notes and loose scraps of paper, you can simply run a quick report that shows you who needs to be contacted and when. Each report gives you your prospect's demographics and lists the homes they're interested in:

- **Open Call Report** - view or print all of your open (scheduled) calls, so you know who needs to be contacted and when.
- **Follow Up Report** - create a daily/weekly Salesman Activity Report — key in a date range and view or print critical follow up activity.
- **Call History Report** - shows past history of calls. Know at a glance all that has happened with each prospect from the first call to the closing.

Automatically Prints:

- ✓ Quick & Easy Home Quotes
- ✓ Credit Apps for Multiple Lenders
- ✓ Form 500™

Eliminates Duplicate Entry!

View history of prospect calls — stay on top of the sales process!

The Calls tab lets you see exactly what has occurred during each transaction with your prospects, so you know where they are in the sales process, and what should happen next to close the deal!

Key in financial data ONLY ONCE — and print for multiple lenders!

Get a detailed picture of your prospect's financial and demographic information. No more lost notes or missing information when your salesmen leave for the day!



Track your advertising dollars — repeat what works!

Are you tired of spending valuable dollars on ads that don't work? Ever wish you could track how you're spending your advertising dollars so you know which type is paying off? **Sales Pro's Marketing Method Report tells you which method (i.e., TV ad, Newspaper ad, Radio spot, etc.) is bringing in the most prospects, and even tells you which specific ones resulted in sales.**

Sales Pro™ Quick Quotes & Orders!

Create a quick quote on the spot with up-to-date factory prices — even when the plant is closed!

It's 3:00 PM on Saturday. The plant is closed, and your prospect is ready to buy. Instead of pulling out your calculator, ballpoint and legal pad, **with a few mouse clicks you can build a complete and accurate quote with up-to-date factory prices, without having to call the plant — all the data is stored in the system and available whenever you need it. No other system does this!**

Pull up an existing quote or sales order — and nail down the sale.

Simply "plus & minus" options from a home on the lot, or one from a previous sale. **Sales Pro™ uses existing quotes and orders as "templates" to save time and build quick and accurate quotes for new prospects. If a new prospect likes a model with the same options as a quote you created last week, you can quickly pull up the existing quote and build a whole new quote without having to re-write all the information. With Sales Pro™ you can:**

- Pull up an existing quote and quickly add or delete options
- Pull up an existing quote, copy it and use it for a new prospect
- Pull up a sales order from history, copy it and create a new quote
- Build as many quotes as you want for the same customer!

Quickly calculate principal or monthly payment with built-in Loan Calculator.

Sales Pro™ lets you quickly calculate payment amounts per month for 10, 15, 20 or 30 years. You can even "back into price" by simply entering the monthly payment, desired term and interest rate — all with just a few mouse clicks. To close the sale, you can easily manipulate finance data by quickly:

- Increasing or decreasing the monthly payment
- Increasing or decreasing the down payment
- Adding, deleting or changing out options
- Negotiating a trade-in price

— no more errors and laborious, repetitive calculations. It's that easy!

NO DUPLICATE ENTRY — in any part of the system!

Once a home is sold, information from the posted invoice flows directly into your service and inventory side of your HOME/TRACK™ system and is also available as part of your Washout Sheet — with absolutely no re-keying! **With Sales Pro™ you key in the information ONLY ONCE, offering true integration.**

Sales Pro™ lets you quote out a home in seconds!

6/8/00 15 **HAPPY HOMES OF TALLAHASSEE** Quote #: 258
 4678 WEST TENNESSEE STREET
 P.O. BOX 590
 TALLAHASSEE, FL 32304
 Phone (850) 334-5893 Fax: (850) 334-5593

Home Quote

Customer JANET M JONES 1222 DELKWOOD LANE TALLAHASSEE, FL 32111 850-222-1111 (home) 850-244-2222 (work)	Home Details Model: 2654 Serial Number: SBH-123456789 Stock Number: 99 Decor ID: 20 Desert Sand Plant: Joyful Manufactured Housing
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Base Price:	\$25,000.00
Options:	\$3,120.00
Fees/Permits:	\$0.00
Setup Fees:	\$0.00
Delivery/Freight:	\$1,200.00
Taxes:	\$84.00
Total Home Price:	\$29,404.00
Trade In Amount:	\$0.00
Trade In Balance:	\$0.00
Net Trade In:	00.00
Cash Down Payment:	\$8,000.00
Total Down Payment:	\$8,000.00
Total Financed:	\$21,404.00

Loan Term		Monthly Payment
10 years		\$282.86
15 years		\$230.01
20 years		\$206.55
30 years		\$187.84

Interest Rate: 10.00%

OPTIONS Included:

Qty	Description/Memo	Price	Color / Location
1.00	REFRIGERATOR	\$590.00	
1.00	OVEN	\$350.00	
1.00	DOUBLE SINK	\$190.00	
1.00	GARDEN TUB	\$225.00	Location: MASTER BATH
1.00	DOUBLE SINK	\$340.00	Color: Ivory
1.00	VANITY	\$125.00	
1.00	WALK-IN CLOSET	\$800.00	
1.00	BAY WINDOW	\$500.00	

Quote Submitted By: Gladston, Tom

The Home Quote includes base price, options, fees, permits, delivery and taxes. It even reflects interest rate, terms and monthly payment! All this in just a few mouse clicks!

Print a legible, professional looking Form 500™ in seconds!

ALPHA HOMES ROUTE 45 NORTH ■ BOX 123
 ANY CITY, PA 12345 Phone (222) 345-6789 Fax: (222) 345-1234

"First in Quality Homes Since 1978"

PURCHASER'S NAME: SMITH, MARY AND JOHN **PHONE:** 333-456-7890 **DATE:** 06/09/00

ADDRESS: 444 ANY STREET, ANY CITY, PA 23456 **SALESPERSON:** BESS SELLING

DELIVERY ADDRESS: 555 ANY ROAD, ANY TOWN, PA 23457

MAKE & MODEL	TRUE MFD. HOMES TRUE BLUE	YEAR	2000	SR. #	3	FLOOR SIZE	56.28	HITCH SIZE		STOCK NUMBER	
SERIAL NUMBER	1234-5678-ABC	NEW	<input type="checkbox"/>	USED	<input type="checkbox"/>	COLOR	BLUE/GREY	PROG. DELIVERY DATE	02/13/00	KEY NUMBER	
OPTIONAL EQUIPMENT, LABOR AND ACCESSORIES		BASE PRICE OF UNIT	\$ 60360								
PRICE INCLUDES:		OPTIONAL EQUIPMENT	24000								
DELIVERY OF HOME TO SITE											
HOME COMPLETELY TRIMMED FROM FLOOR UP INSIDE AND OUT (SET), TAX		TOTAL	\$ 0								
BASEMENT	16000	SALES TAX									
SEPTIC	6000	NON-TAXABLE ITEMS	152								
A/C	2000	VARIOUS FEES AND INSURANCE	\$ 84512								
		1. CASH PURCHASE PRICE	15,000								
		TRADE-IN ALLOWANCE	0								
		LESS BAL. DUE ON ABOVE	0								
		NET ALLOWANCE	1000								
		CASH DOWN PAYMENT	0								
		CASH AS AGREED SEE REM.									
		2. LESS TOTAL CREDITS	\$ 16000								
		SALES TAX (if not included above)									
		3. Unpaid Balance of Cash Sale Price	\$ 68512								
		Down payment received 01/01/00.									
		\$1,000 - Check #6543.									
		BALANCE CARRIED TO OPTIONAL EQUIPMENT	\$ 24000								

NOTE: WARRANTY AND EXCLUSIONS AND LIMITATIONS OF DAMAGES ON THE REVERSE.

NET/GROSS, SINGLE-WIDE YEAR: 1990 X 14

ALPHA HOMES MODEL: SANDALWOOD SERIAL: 123456789

WHS2227 SERIAL NO. 12222224 BET/GROSS TRIM

NET/GROSS SERIAL NO. 12222224 BET/GROSS TRIM

ANY DEBT OWED ON THE TRADE-IN IS TO BE PAID BY YOU ME

THIS AGREEMENT CONTAINS THE TERMS GOVERNING BETWEEN YOU AND ME AND NO OTHER REPRESENTATION OR RECORDING, VERBAL OR WRITTEN, HAS BEEN MADE WHICH IS NOT COVERED IN

I OR WE, ACKNOWLEDGE RECEIPT OF A COPY OF THIS ORDER AND THAT I/US, WE, HAVE READ AND UNDERSTAND THE BACK OF THIS AGREEMENT.

NOT VALID UNLESS SIGNED BY AN OFFICER OF THE COMPANY OR AN AUTHORIZED SALES

BY: _____ APPROVED: _____ SOCIAL SECURITY NO. _____ PURCHASER

BY: _____ APPROVED: _____ SIGNED X _____ PURCHASER

BY: _____ APPROVED: _____ SOCIAL SECURITY NO. _____ PURCHASER

FORM 500 NB ORIGINAL A PLAIN LANGUAGE PURCHASE AGREEMENT REV 9/98 Copyright ©1993 JENKINS BUSINESS FORMS MASCOUTAH, IL 62250

Sale data is printed to a standard Form 500™ — fast, complete and professional. No whiteout or re-writes. Need to make a change? No problem! — a couple of mouse clicks is all it takes!

