



Capital Pre-Approval BDC Word Tracks

Customer: I got this mailer saying that I am Pre-Approved for \$30,000. What is it about?

-Capital one appreciates you as a customer. This is why they would like to extend a special offer to you on the purchase of your next vehicle.

Customer: What do I need to do?

-You would need to fill out the back of the mailer and bring it in so that we can get to work for you to ensure that you get the best deal possible. In addition, you also need to bring in your paycheck stub and a recent phone bill with you.

Customer: Is this available on used vehicles too?

-This offer is valid on all stock new and pre-owned vehicles.

Customer: What would my rate be?

- We can only find out what the rate is when you come in and bring the mailer with you. Our finance department would need to enter your approval code into the database to get you your preferred rate.

Customer: How much do I need to put down?

- The more you put down the lower your payment will be. You will know realistically what the proper down payment will be after you pick the vehicle that you will drive home in.

Customer: I can be in there sometime this weekend.

- If you are really interested in this program I highly suggest that you come sooner, even as soon as today. We have had huge success with this event. By getting here sooner you have access to more inventory, which means more choices for you to get into the vehicle of your dreams. So are you available today or tomorrow? Morning, afternoon, or evening? 2:15 or 3:45?