

# Submitting Application for Balloon Transactions

## DealerTrack Individual Application Process

To submit a credit application for Ally's Balloon Advantage product, you must select **Retail** as the Product Type.

Please **do not use** Balloon for *Product Type*.

Below are a few key items you must complete prior to submitting the application:

1. **Vehicle Type:** Auto
2. **Vehicle Condition:** New or Used
3. **Product Type:** Retail (*do not select Balloon*)
4. **Trade In:** Yes or No

The screenshot shows the 'Select Your Application Preferences' form. Red arrows and boxes point to the following fields:

- 1. **Select a Vehicle Type:** Radio button for 'Auto' is selected.
- 2. **Select a Vehicle Condition:** Radio buttons for 'New' and 'Used' are visible.
- 3. **Select a Product Type:** Radio button for 'Retail' is selected.
- 4. **Do You Have a Trade-In?:** Radio button for 'No' is selected.

Other visible fields include 'Applicant Zip Code' and 'Select Application Type' with buttons for 'Individual', 'Joint', 'Business', and 'Business With Co-Applicant'. A red note at the bottom states: 'If the applicant is married and lives in a community property state (Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington, Wisconsin), you should also provide the personal credit information on the applicant's spouse in the co-applicant section. The applicant's spouse is not required to be a co-applicant for the credit requested unless he/she wishes to be a co-applicant.'

5. **Program:** Balloon

The screenshot shows the 'Six Lenders Maximum' screen. A dropdown menu is open for the 'Program' field, and 'Balloon' is highlighted in yellow. A red arrow and box labeled '5' point to this selection. Other options in the dropdown include ABC 48, ABC 60, Certified Used, College Graduate, Custom pay - annual, Custom pay - 6 mo, H-MEV-one payment, H-MEV-spike payment, Jeep Trailer, and Vof - spike payment. A message on the right says 'There are no Smart Select lenders for your dealership.'

## RouteOne Individual Application Process

To submit a credit application for Ally's Balloon Advantage product, simply select **Retail** as your transaction type and **Ally** for your finance source.

Please **do not use** Balloon for *Transaction Type*.

1. **Transaction Type:** Retail (*do not select Balloon*)
2. **Send App to:** Ally & Balloon

The screenshot shows the 'Individual App' form. Red arrows and boxes point to the following fields:

- 1. **Transaction Type:** Radio button for 'Retail' is selected.
- 2. **Send App to:** A dropdown menu is open, and 'Ally Balloon' is selected.

A yellow note at the bottom says 'Select your Finance Sources now to see which fields are required (in yellow)'. The top of the form shows 'RouteOne App #: 01-1-24039952'.