

HI-Tech Pawn Quarterly Update 073Q August 2007

Well it's been another busy quarter here at HI-Tech Pawn. This update represents new features and bug fixes that have occurred since April 2007.

Dealing With Current Tennessee Title Examiner Requirements:

If your company does Title Pledge loans in Tennessee the following section addresses recent changes needed due to new interpretations by the Tennessee Department of Finance. If you have received a violation from a TN state examiner then most likely one of the following changes to the software takes care of it. You may send a copy of this page in with your response to violation.

- Late fees on overdue title pawns are now calculated using the amortization schedule used for calculating renewals. Previously an overdue title was charged the current interest and fees for each overdue period. Now the software determines which renewals would occur to catch up the ticket and uses the principal pay down amortization for each corresponding late period even though the customer is not paying the principal payments that would normally occur with each of those renewals. According to state law you must reduce the interest and fees even if the customer has not made the principal payment for each renewal period.
- According to state examiners, automatic renewals that occur due to mailing title notices prevent repossession of a title until the latest notice period has expired. This means when you mail a title notice to a customer you are giving them an implied extension of time during which they may catch up their overdue vehicle. Because of this you may not repossess their vehicle during the dates covered by the last notice mailed. There are two ways of handling this, the first method is to stop mailing title notices which means you may no longer collect late fees on overdue titles or you will continue sending title notices and accumulating late fees and defer repossession of the vehicle until the last notice has expired. This second method is handled in our software through the bad title manager. When you decide a title is in default and you wish to repossess it you will add the title to the bad title manager. This will halt further notices from being sent to the customer. When you click on the repossession tab you will see an indicator above the repo date letting you know when it is safe to repossess the vehicle. If the indicator is yellow you must wait until the date shown before repossessing the vehicle. If the indicator is green you may proceed with repossession.
- Added the following forms to the bad title manager repossession tab.
 - **Print All Information For Vehicle Recovery** - Print this form and give it to your repossession service provider when you decide to proceed with repossession.
 - **Print Public Sale Notice** - Print this form and mail it to the customer after the vehicle is available for sale if you plan on having a public auction. Be sure to fill in the date, time and location on the form.
 - **Print Private Sale Notice** - Print this form and mail it to the customer after the vehicle is available for sale if you plan on taking bids and selling to the highest bidder after a certain date.
 - **Print Public Auction Sign** - Print this form to display a sign in your store notifying customers that bids are currently being taken on a repossessed vehicle. Fill in the begin and end date during which you will be taking bids and also in the large window you may add additional details about the vehicle. Print a copy to file in the vehicle's title folder and as many additional copies needed to display in your store or in public locations.
 - **Print Bid Sheet** - Print this form whenever a customer bids on a vehicle for sale. Make sure they fill out both the top and bottom halves then keep one half in the title folder for that vehicle.
- Always print two copies of title notices you mail. One copy must be filed in the title folder for the vehicle getting the notice. Always file a copy of renewals and renewal notices that print when a customer renews a title and file it in the corresponding title folder as well.

These changes to our software and methods for filing and printing will take care of current issues that are receiving violations from title examiners.

Additional features and bug fixes in this update:

- Fixed alignment issue with Georgia Burrell pre-printed pawn ticket forms.
- Added optional drawer count feature to cash report. After preparing a daily cash report you click on the TOTALS tab and next to cash in drawer you will see two new buttons. You may still manually enter your cash in drawer count or you may click either of these buttons. COUNT DRAWER PICTURE VERSION lets you enter drawer counts for coins, currency, checks, credit cards, employee tabs and safe amount using picture icons for each item. The COUNT DRAWER TEXT VERSION is the same tool but only uses names for each item. If you use this tool and choose save it will copy the resulting cash drawer total back to your cash report. Additionally a new page will print with your cash report showing the cash drawer count breakdown. You do not have to use this feature it is optional.
- Added Tennessee Check Advance AORBA to the reports menu. Use this report to generate schedule D required for your deferred presentment license renewal. If you also print a cash report for date range and a p/l statement for the range 07/01/2006 through 06/30/2007 then your accountant can fill out the license renewal correctly. If you are providing more services than check advance like title pledge or property pawns then re-print a cash report for 06/30/2007 and in the section labeled gross income you can determine the year to date percentage of overall business which comes from check advance transactions. This percentage can then be used to pro-rate expenses paid.
- Added Tennessee Title AORBA to the reports menu. Use this report to generate schedule C required for your title pledge license renewal. If you also print a cash report for date range and a p/l statement for the range 01/01/2006 through 12/31/2006 then your accountant can fill out the license renewal correctly. If you are providing more services than title pledge like check advance or property pawns then re-print a cash report for your final day of business in 2006 and in the section labeled gross income you can determine the year to date percentage of overall business which comes from title pledge transactions. This percentage can then be used to pro-rate expenses paid.
- Added security levels report to the reports menu. Use this report to get a printout of current system security settings.
- Fixed bug when voiding payroll where current user was lost.
- Added TBI fingerprint cards to inventory menu. If you run out of these you may print 5 a sheet with this option until your new ones arrive.
- Added ability to zoom a picture by clicking on it from the VIEW HISTORY screen.
- Added Tennessee Title Pledge pre-printed form from Burrell Form # 24-4209
- Expanded company name size to 60 characters.
- Fixed automatic capitalize feature to properly deal with the following abbreviations found in names and addresses: of / CIC / LLC / dba / d/b/a / NE / NW / SE / SW / or / ATF / TBI
- Updated teletrack fax forms to their new bar-coded PACO and RRF fax forms.
- Added ATF gun log ascii file export. Required if you close or sell your business and you have a firearms license.
- Added ATF request variance form to the inventory menu. Use this printout to request a variance from your regional ATF office to use our software instead of a handwritten gun log.
- Added item number search to gun log editor.
- Added option to hide dollar amounts and item descriptions on property pawn notices. This setting is found on the SETUP menu under OVERDUE SETTINGS.
- Added Tennessee title pledge discharge of lien form. You may print one of these as needed from the reprint ticket menu.
- Added new Tennessee power of attorney form. Areas you or the customer must fill out are shaded in grey.
- Added new Tennessee noting of lien form. If there is an additional party listed on a title you will have to manually add their information next to the first party. Above that is a box labeled legal status you will have to indicate 1 (and) or 2 (or) to indicate how the two parties are filed on the title. Otherwise the only thing you have to do on this form is sign it and have the customer sign it in the boxes indicating this near the bottom of the page. You may also enter your TN lien holder code on the SETUP menu under TITLE OPTIONS. This code will then print on your noting of lien form. You

can find your lien holder code on the discharge of lien tear-off attached to the top of titles returned after noting lien.

- Fixed accounting bug when depositing a check advance with no fee charged.
- Fixed problem when selling repossessed title where sometimes the expense payback statement did not print.
- Added new feature to pawn and buy screens. When you are at the loan amount or purchase amount field a new button lights up SEARCH that will display what you have loaned or paid for items with the exact same description in the past. The list shows the most recent match and goes backward in time. Press enter on a listing to copy that loan or purchase amount back to your ticket or press the escape key to ignore any of the matches. This new feature is especially handy for telling you what you have loaned on the exact same model of gun in the past etc...
- When using the check pickup / deposit tool you will now see customer alerts and check notes entered for the check you have currently highlighted. You also see the customer's picture if you have one. This is great for knowing when a customer has said they will be in on a certain date to pickup a check so you don't deposit it prematurely.
- If you are using the driver's license scanner to get customer information you may now edit the information retrieved by the scanner before saving it to the customer file. This will save you time correcting any mistakes made by the scanner due to poor condition of the license.
- When pawning items and using labels you will now find the default action is to print a label for each item instead of quantity of labels.
- Redesigned some of our indexes to make inventory by description searches much faster. For example if you use the inventory editor and type in "SONY" in the search box it will display matches in seconds instead of sometimes minutes.

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