

Store Referral Program

Out-of-State Auto Done Easy

Want to capture more sales with almost no extra time and effort? Let the Driveway.com team handle sales queries you receive from customers located out of state, while your staff remains focused on higher volume in-person and in-state transactions. It's like growing your sales team without increasing payroll!

Take Advantage of Our Expertise

When you refer an out-of-state customer to Driveway.com, our experts take care of the elements that can make these long-distance deals tricky and time-consuming, including:

- Remote ID verification and fraud detection
- Trade-ins
- Funding
- Deal paperwork and contracts
- Vehicle transportation
- DMV and registration/titling
- Lien satisfaction

Boost Your Bottom Line

Capitalize on a nationwide market and gain incremental sales that might otherwise be lost. Selling stores retain all gross proceeds and only pay the standard Driveway.com administration fee. Compensation for sales agents who initiate the transaction is at the discretion of each store.

“Referring our out-of-state clients to Driveway has been instrumental in helping us sell more cars further afield and seamlessly. They do all the heavy lifting when it comes to paperwork and getting approvals done, not to mention handling trade-ins that may be several states away. It gives our sales team their time back and provides a fantastic experience for clients. Cannot recommend enough!”

—Adam Newbold, BMW Seattle General Sales Manager

How It Works

Store receives a lead, makes contact, and submits the engaged, out-of-state customer details to DWReferrals@lithia.com.

Driveway.com team engages with the customer, secures a commitment, collects documents, and verifies customer ID.

Selling store secures the vehicle and prepares it for transport.

Driveway.com handles deal funding, transport and delivery, and DMV/registration/title processing.

Selling store posts the deal.



Learn More

We're happy to explain the Driveway.com Store Referral Program in more detail and answer any questions. Scan the QR code and complete the [inquiry form](#), or reach out to one of our program contacts.



Program Support

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Refer a Customer

Ready to get started? Email DWreferrals@lithia.com with your out-of-state customer and deal details.