

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence



INCREASE YOUR INDIRECT AUTO LOAN VOLUME

The secret truly successful indirect auto lenders don't want you to know: *increasing your indirect auto loan volume is as simple as aligning your goals with dealership goals.*

Give dealers your time and you will see immediate and strong results. They don't need gimmicks, but rather a partner who understands their business, and **aligns their goals and processes to meet the challenges you both face.**

EFG Companies knows how to structure your loans to be more attractive in the F&I office with F&I products custom-tailored to match your dealership-partners' needs.

Dealer Active Engagement DOs & DON'Ts



DO

Schedule regular visits to discuss how your institution can be a better partner.

Have underwriters available during dealership hours to discuss complicated/difficult applications.

Provide dealers more options for profit with complimentary consumer protection products that set the stage for upsell opportunities.

DON'T

Rely on branded gimmicks.

Pit dealerships against each other for your business.

Only contact dealers when updating your processes or to discuss trends you don't like.