

THINK LIKE AN F&I MANAGER

EFG Lender Intelligence

A REVOLUTION IS COMING



AutoNation

launched its first online financing offering.

Dec 2015

CARmax

announced the rollout of a new online financing initiative.

June 2016

Automotive News

reported on a dealership in California using Express Storefront, an online-buying platform from Roadster.

Oct 2016

EQUIFAX

previewed a free credit report tool for dealers; Drive Motors, RouteOne and Dealertrack announced a partnership with an online checkout feature for dealership websites.

Nov 2016



HYUNDAI

announced its own direct-to-consumer fully-digital car buying, financing, and home delivery portal.

Dec 2016

Automation is coming; don't get lost in the fray.

Make your business relationship with your dealer partners sticky by helping them differentiate themselves in the market with complimentary products on your loans, such as a vehicle service contract or vehicle return. Remember, the more you work with dealers to boost their profit margin in a compliant manner, the more likely they are to choose your loans – even in an automated world.

Contact us today to find out how.

Enterprise
FINANCIAL
NEWS