

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence



DO YOU KNOW HOW TO TURN USED VEHICLE SALES INTO INCREASED LOAN VOLUME?

With used car prices projected to decrease in 2014, dealerships are under more pressure to make money on the back-end.

Set your loan apart with complimentary consumer protection products. These products alleviate customer concern, protect your loan from default, and allow the dealer to upsell the products to increase their profit.

Everybody wins!

NEW VEHICLE
ISSUE REPORTS

DEALER BUY-SELL
TRANSACTIONS

USED UNIT RETAIL SALES

Owners of three-year-old vehicles **reported more problems** than did owners of three-year-old vehicles in the previous year.

Dealership buy-sell transactions **rose by double-digit rates** in 2013, and are predicted to continue to rise.

Public retailers sold **152,342 more used units** in 2013 than in 2007, with more expected to hit the market throughout 2014.

Enterprise
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NEWS