

# THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence



## LONG SALES AND F&I PROCESSES ARE A PAIN POINT FOR DEALERS

According to a recent survey of dealerships published in *Subprime News*:



82% believe the sales & F&I processes **should take 2 hrs or less.**



80% state that it actually **takes 2 hrs or longer**



40% acknowledge needing **3 hrs or longer** to finalize a sale

While consumers are demanding swifter loan approvals, many dealerships feel hamstrung by the F&I process.

Separate your institution from the pack. Provide F&I managers a way to **shorten the F&I product presentation; and increase dealership profitability with complimentary F&I products** that also provide the opportunity for upgrade income.