

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

LONGER TERMS DON'T HAVE TO EQUAL LARGER RISKS

While consumers are demanding auto loans with longer terms and lower down payments, lenders and dealers alike are wary of the risk associated with loans lasting up to 72 months.

In the Q4 of 2013,
AUTO LOANS
experienced another
DOUBLE-DIGIT
GROWTH SPURT

In January,
CONSUMER INCOME
ROSE, SPENDING
INCREASED and
SAVING FELL

In February,
loans of **72 MONTHS**
or longer accounted
for **32 PERCENT** of
new-vehicle financing

ONE OF THE BEST WAYS TO COUNTER-ACT THAT RISK IS WITH STRATEGIC F&I PRODUCTS.

In the event of a mechanical breakdown, many consumers have to choose between repairing the car or making their monthly payment. **Take that risk out of the equation.** Offer complimentary F&I products on your loan with the opportunity to upsell, increasing profitability and reducing the uncertainty of financial strain for a long term loan.

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