

# 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.

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NEWS

**Increase your indirect auto loan volume today with EFG.**