

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

According to a new poll released in May by The Associated Press-NORC Center for Public Affairs Research:

75% of people in households making < \$50K a year;

67% of those in households making \$50K - \$100K; and,

38% of households making > \$100K ...

... would have difficulty coming up with \$1,000 to cover an unexpected bill.



13% of respondents would skip paying other bills to cover the unexpected bill.

11% would not pay the bill at all.

LENDER, DEALER AND CONSUMER NEEDS ALIGNED

For auto finance, this explains the **rising default and delinquency rates**, especially among subprime loans.

Smart lenders are being **proactive about protecting their loan portfolio** with consumer protection products, like a vehicle service contract or vehicle return protection.

With almost 40 years of auto retail experience, EFG Companies knows how to enable you to increase your loan volume, gain more control over product pricing, reduce delinquency rates, and differentiate your institution with dealers and consumers alike.

Contact us today to take your business to the next level.