

# THINK LIKE AN F&I MANAGER

EFG Lender Intelligence

## BALANCING THE SCALES

According to the NADA Used Car Guide, more than **3 million** vehicles will reach the end of their leases in **2016**, representing a **35%** jump in off-lease volume and a decrease in pre-owned prices.



Dealers are struggling with maintaining profitability while remaining competitive. Lenders have their own struggle, balancing compliance needs and a pullback in the subprime space.

Strategic lenders can balance the struggle with **consumer protection products** and **CPO leases** that set the stage for increased dealership profitability and market differentiation. By helping dealers meet their goals, **lenders have the opportunity to enhance their bottom line while protecting their loan portfolio** with vehicles and products that protect consumers from unforeseen expenses due to vehicle breakdowns.

With almost 40 years of experience in retail automotive, EFG Companies knows how to position your institution to secure more loans from your dealer partners with market-differentiating programs that increase bottom-line profitability and customer loyalty.

**Contact us today to learn more:**