

# THINK LIKE AN F&I MANAGER

*EFG Lender Intelligence*

## A REVOLUTION IS COMING



### **AutoNation**

launched its first online financing offering.

Dec 2015

### **CARmax**

announced the rollout of a new online financing initiative.

June 2016

### **Automotive News**

reported on a dealership in California using Express Storefront, an online-buying platform from Roadster.

Oct 2016

### **EQUIFAX**

previewed a free credit report tool for dealers; Drive Motors, RouteOne and Dealertrack announced a partnership with an online checkout feature for dealership websites.

Nov 2016



### **HYUNDAI**

announced its own direct-to-consumer fully-digital car buying, financing, and home delivery portal.

Dec 2016

### **Automation is coming; don't get lost in the fray.**

Make your business relationship with your dealer partners sticky by helping them differentiate themselves in the market with complimentary products on your loans, such as a vehicle service contract or vehicle return. Remember, the more you work with dealers to boost their profit margin in a compliant manner, the more likely they are to choose your loans – even in an automated world.

**Contact us today to find out how.**