

WHAT CONSUMERS ARE SAYING



ages
18-44

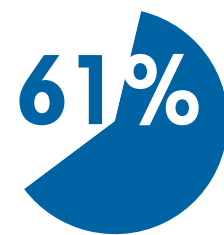
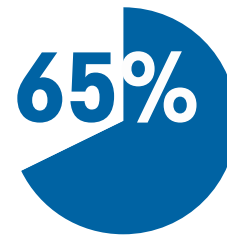
ages
45-60

Believe the traditional finance process ***should be shorter***

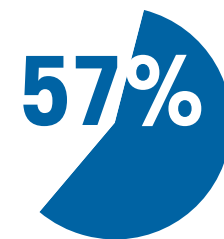
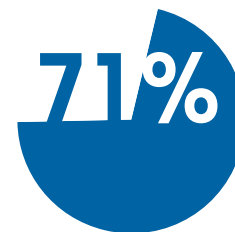
35%
SAY <30mins

43%
SAY <45mins

Are interested in the ***virtual F&I process***



Say virtual F&I will positively impact ***customer satisfaction***



Feel less pressured
using the virtual F&I model

