

# THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

## PROFIT CONTROL WITH CONSUMER PROTECTION PRODUCTS

In a new world order of uber-competitive interest rates and shrinking profit margins, a significant number of lenders are supplementing revenues by offering private-labeled consumer protection products.

*Applying compliance standards and scrutiny to the partners you choose as a third party administrator or insurer is growing in importance.*

- Does the customer derive actual benefit and value from the products offered from my institution?
- Are the products filed and approved with Department of Insurance in every state you conduct business?
- Is the product cancellable by the consumer?
- What is the A.M. Best rating of the Insurance carrier backing the program?
- For customer claims, what is the percentage of claims paid?

There are many elements to consider as you review your current policies and procedures. *However, having a suite of private-labeled products provides the ultimate control in pricing and compliance.*