

# THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

## ARE YOU POSITIONING YOUR DEALERSHIP PARTNERS TO OVERCOME COMPLIANCE COSTS?

Regulatory oversight continues to increase in automotive retail, and more dealerships and lenders are implementing flat fee systems. Dealerships will be under more pressure to make up for lost revenue due to the combination of compliance spending and reduced opportunity for marking finance reserve.

By providing complimentary consumer protection products on your loans, you can equip dealerships to better offset those costs with upgrade options and maximize profit. Meanwhile, these products can also protect your loan from the risk of default.



### According to the Center for Automotive Research



U.S. franchised dealers spent **\$3.2 billion** in 2012 to comply with 61 major federal rules



The average dealership incurred **\$182,754** in costs to comply with federal mandates



Regulatory costs equated to **21.7%** of the average dealership's pretax net profits