

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

OVERCOME CONSUMER PERCEPTIONS AND INCREASE AUTO LOAN VOLUME!

While all signs point to another **record month of auto sales**, F&I managers are concerned about shopper perceptions.

How can you help your dealership partners capture a greater share of consumer auto financing and get sustained loan volume as a result?

YOUR AVAILABILITY AND ACTIVE ENGAGEMENT WITH THE DEALER IS CRITICAL. Ensure that you provide quick responses, and work with F&I managers to advance enough funds to meet both dealer and consumer demands, and their impact on dealership financing decisions. Bundling your auto loan with complimentary consumer protection products will directly address consumer concerns about getting the best deal.

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According to a recent study by
Kelly Blue Book:

