

THINK LIKE AN F&I MANAGER

EFG Subprime Intelligence

EMBRACE CHANGE

RIDE THE
TIDES OF
CHANGE
OR
**FALL
BEHIND**



Enterprise
FINANCIAL
NEWS

U.S. Bank implemented a **dealer monitoring program** focusing on how F&I products are priced and sold. With the looming threat of flat fees, dealerships are relying more heavily on F&I product sales. **The lenders that empathize and help dealers face this change will be the ones to succeed in the coming years.**

**Are
you:**

- Available during dealership hours to discuss policy changes?
- Educating dealers on the importance and benefits of consistent pricing?
- Helping dealers increase profit through upgrades, by including complimentary F&I products on your loans?

For close to 40 years, EFG has helped dealerships navigate the changing regulatory landscape and remain profitable. **Put our wealth of knowledge in your corner** as you forge a new relationship with your dealership partners and **generate mutual success.**