



Dealer Survey

Thank you for participating in the demonstration of AutoLine’s LB24 Loan Calculator. By completing the survey, AutoLine will share your experience with area credit union(s) to justify review and approval of LB24 as a new lending service. Thanks again, Clint Papesch.

Repeat Customers:

- Loan Balance 24 (LB24) is a low payment balloon loan with a conservative end-balance. Perfect for paycheck-to-paycheck customers in the new vehicle market.
 1. Early Exit Review is 24 months prior to loan maturity when the dealer contacts the customer for a repeat vehicle sale.
 2. End of Term. If the customer prefers to keep their vehicle, the dealer will follow-up & ask: “Do you want to (a) turn-in (b) trade-in, (or) keep your vehicle?”

1. How easy is the LB24 loan calculator to use: 1-5 stars: ____
2. When you present both conventional and LB24 payment options side-by-side, how do you think your customer will respond?
____ Impressed ____ Confused ____ Don’t Care
3. Approximately, what percentage of new car customers are on a paycheck-to-paycheck budget? ____ 25% ____ 50% ____ other ____
4. As an estimate, what percentage of these individuals would prefer the LB24 payment?
____ 25% ____ 50% ____ other ____
5. How important is the Early Exit Review follow-up for loyalty and repeat sales? 1-5 stars: ____
6. How important is the End-of-Loan follow-up for customer loyalty and repeat sales? 1-5 stars: ____
7. If a Credit Union offers LB24, would your dealer participate? 1-5 stars: ____
8. Comments: _____

_____.

Dealer: _____

City: _____, State: _____

Name: _____ Title: _____

Signature: _____ Date: _____