



Repeat Sales: Dealer CRM/BDC Follow-Up

24 Months Remaining on Loan Term

► **Early Exit Review #1**

1. How many miles?
2. Plans for the end?
3. Possible trade-in?

Negative Equity Area

Equity Area

Vehicle Market Value

Balance at Maturity

► **End of Loan Review #2**

1. Keep vehicle?
2. Replace?
3. Turn-in?

