



Dealership Review

Thank you for participating in the demonstration of Autoline's LB24 Loan Calculator. LB24 provides a lower payment option, vehicle ownership, and equity with a conservative end-balance. AutoLine will present LB24 to select dealerships to determine anticipated market demand. What dealers do you want evaluation surveys from? Thanks again, Clint Papesch.

Dealer Business Development Center (BDC):

Dealer BDC staff manages customer phone, internet traffic and sets appointments for showroom visits. LB24 will deliver a repeat sale process as outlined below.

- **Trade-in Review.** 24 months prior to loan maturity the loan balance & market value converge. This is welcome news with low miles & no negative equity. BDC will reach out and set up trade-in visits for customers who are ready for a repeat transaction.
- **LB24 End of Loan Decision.** BDC will follow-up (like a lease customer) & ask: "The end is near, do you want to (a) turn-in (b) trade-in, (or) keep your vehicle?"

Credit Union Evaluation Survey:

1. How easy is the LB24 loan calculator to use: 1-5 stars: ____
2. When you present conventional and LB24 payments side-by-side, how will customers respond? ____ Impressed ____ Confused ____ Don't Care
3. What percentage of new car customers are on a restricted budget?
____ 25% ____ 35% ____ 50% ____ 65% ____ 75% ____ other ____ %
4. What percentage of these individuals would prefer the LB24 payment?
____ 15% ____ 25% ____ 35% ____ 50% ____ 75% ____ other ____ %
5. Dealer BDC: How important is the 24-month Trade-in Review? 1-5 stars: ____
6. Dealer BDC: End-of-Loan decision to Trade-in, Turn-in, or Keep? 1-5 stars: ____
7. Dealer Support: AutoLine will collect evaluation results after a demonstration of the LB24 calculator. With dealer market support, would the credit union approve LB24 as a new indirect lending service? 1-5 stars: ____

8. Comments: _____

_____.

Credit Union: _____

Name: _____ Title: _____

Signature: _____ Date: _____