Credit Union Review

Thank you for participating in the demonstration of Autoline's LB24 Loan Calculator. Complete the evaluation so we can share your experience with Pensacola area credit unions to approve LB24. What credit unions do you work with? ☐ Eglin, ☐ PenAir, ☐ Gulf Winds, ☐ Members First, ☐ Loyalty, ☐ Harvesters, ☐ Okaloosa, ☐ Santa Rosa, ☐ My Pensacola. Thanks again, Clint Papesch.

BDC Follow-up & Repeat Customers:

Loan Balance 24 (LB24) is a low payment balloon loan with a conservative end-balance. Perfect for customers in the new vehicle market on a budget.

1. **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.
2. **LB24 End of Term Decision**. The dealer will follow-up (like a lease customer) & ask: "Do you want to (a) turn-in (b) trade-in, (or) keep your vehicle?"

Dealer 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. As an estimate, what percentage of these individuals would prefer the LB24 payment? ____ 15% ___ 25% ___ 35% ___ 50% ___ 65% ___ 75% ___ other______%
5. How important is the 24-month Trade-in Review? 1-5 stars: ____
6. How important is the End-of-Loan review? 1-5 stars ____
7. If the Credit Union offers LB24, would your dealer participate? 1-5 stars ____
8. Comments: ____

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   ____.

Dealer: ____

City: ______________________________, State: ______________

Name: ________________________ Title: ______________________

Signature: __________________________ Date: _______________

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