



Credit Union 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. Area credit union(s) appreciate your feedback to determine market demand for this new lending service. Thanks again, Clint Papesch.

BDC Follow-up & Repeat Customers:

LB24 transactions deliver a BDC follow-up process 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 Term Decision.** BDC 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% ____ other ____ %
4. As an estimate, 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: 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: _____

_____.

Dealer: _____

City: _____, State: _____

Name: _____ Title: _____

Signature: _____ Date: _____