Dealership 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 dealerships. AutoLine will present a dealer demonstration of LB24, collect an Evaluation Survey from each dealer, so the credit union can offer LB24 as a new lending service. What dealers on the attached list do you work with? Thanks again, Clint Papesch.

Dealer (Business Development Center) BDC:

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?"

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. As an estimate, what percentage of these individuals would prefer the LB24 payment?
   ____15% ____25% ____35% ____50% ____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 Dealer completes the demonstration of LB24 and provides a 5-star evaluation, would your CU offer this as a new service? 1-5 stars: ____

8. Comments: ____

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   ____.

Dealer: ____

City: ______________________________________, State: ______________

Name: ___________________________ Title: _________________________

Signature: ________________________________ Date: ________________

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