



## DEALER SURVEY

Thank you for participating in the demonstration of AutoLine’s Residual Loan calculator. Customers who have good credit and unsecured debt are prime beneficiaries of this lower monthly payment option. By completing the survey, AutoLine will share your feedback so the credit union(s) of your preference can justify a formal review to offer residual auto loans for the benefit of the consumer, dealer, and lender. Thanks again, Clint Papesch.

### Residual Auto Loan Profile:

- ▶ The vehicle title is in the customer’s name.
- ▶ Provides a lower monthly payment.
- ▶ Conservative residual balance.
- ▶ Increase revenue for Lender & Dealer.

1. How easy is the residual auto loan calculator to use: 1-5 stars: \_\_\_\_
2. When you present both conventional and residual payment options side-by-side, how do you think your customer will respond?  
\_\_\_\_Impressed \_\_\_\_Confused \_\_\_\_Don’t Care
3. How important is the monthly payment for a car sale? 1-5 stars: \_\_\_\_
4. Will this Residual Loan program lead to more sales? 1-5 stars: \_\_\_\_
5. If the credit union reviews, approves, and offers this Residual Auto Loan Program, would your dealer participate? 1-5 stars\_\_\_\_
6. Check Preferred Credit Union(s): \_\_\_\_Vibe \_\_\_\_Public Service  
\_\_\_\_Michigan Schools & Government \_\_\_\_Michigan First
7. Comments: \_\_\_\_\_  
\_\_\_\_\_

Dealer: \_\_\_\_\_

City: \_\_\_\_\_, State: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

