



DEALER SURVEY

Thank you for participating in the demonstration of AutoLine's Pay-It-Forward 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 experience with Georgia's Own Credit Union to support a formal review and approval of the Pay-It-Forward Program for the benefit of the car buying customer, dealer, and lender. Thanks again, Clint Papesch.

Pay-it-Forward 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 **Pay-it-Forward** 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. How many PIF loans do you think your store will close a month?
____ Less than 5 ____ About 5 ____ More than 5
5. For a fee of \$150 per sale, would your dealer like to participate in the CU's \$100 AutoCash Coupon program for walk-in visits & agree to fund resulting sale(s) with a Georgia's Own Credit union auto loan? 1-5 stars: ____
6. If the Georgia's Own Credit Union reviews, approves, and offers this **Pay-it-Forward** Loan Program, would your dealer participate? 1-5 stars ____
7. Comments: _____

Dealer: _____

City: _____, State: _____

Name: _____ Title: _____

Signature: _____ Date: _____

