



## DEALER SURVEY

Thank you for taking time to review the Residual Loan Calculator. Please complete the survey below so we can share your feedback with the credit union of your preference. Your support will justify a formal review by the credit union to offer residual auto loans for the benefit of the consumer, dealer, and lender. Thanks again, Clint Papesch.

### Residual Auto Loan Profile:

- Vehicle title is in the customer's name.
- Provides a lower monthly payment.
- Conservative residual balance.
- Increase revenue for Lender & Dealer.

### Survey Questions:

1. How easy is the residual auto loan calculator to use: 1-5 stars: \_\_\_\_
2. How important is the monthly payment for a car sale? 1-5 stars: \_\_\_\_
3. When you present the 7 side-by-side monthly payment choices from the Loan Calculator, how do you think your customer will respond?  
\_\_\_\_ Impressed \_\_\_\_ Confused \_\_\_\_ Don't Care
4. Will this Residual Auto 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? \_\_\_\_ yes, or \_\_\_\_ no
6. Check Preferred Credit Union(s):, \_\_\_\_ Glass City, \_\_\_\_ Directions, \_\_\_\_ Sun, \_\_\_\_ ProMedica, \_\_\_\_ University of Toledo, \_\_\_\_ Educational Community Alliance, \_\_\_\_ Toledo Metro, \_\_\_\_ Jeep, other \_\_\_\_\_
7. Comments: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Dealership: \_\_\_\_\_

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

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

