

# AUTOMOBILE LOAN PROTECTION ENHANCES AUTO LENDING

## INCREASES C, D, & E TIER LENDING TO IMPROVE LOAN YIELD & FINANCE INCOME



➤ A & B tier loans generate minimal finance income, low loan yield, and pay off early in the loan term

## PROTECTS C, D, & E LOAN PORTFOLIOS AT MINIMAL COST



➤ Recover 90% to 100% of the Loan Protection fee on direct loans by increasing the interest rate 1.5%. Recover 100% on indirect loans by short funding dealers. Additionally, refunds are provided on paid-off loans.

## CREDIT UNIONS MAKE ALL LOAN APPROVAL & LOAN POLICY DECISIONS



➤ Access LOC's website to complete fillable form or transmit comma delimited file / Excel spreadsheet.

## REDUCES LOSSES ON REPOSSESSED VEHICLES



➤ \$3,000 to \$6,000 additional loss reduction on deficiency balances by purchasing repossessed vehicles at higher values than auctions, providing principal balance reduction payments, and reducing repossession expenses.

## VEHICLE CRITERIA



➤ Available on vehicle purchase prices from \$1,000 to \$80,000 and loan terms from 1 to 8 years. Applied to both new and used cars, trucks, and vans with maximum protection of NADA/Kelley retail value on used vehicles or MSRP less rebates on new vehicles.