

### **Car Research Sites**

	Cookies   Ad Trackers	
Auto Trader	29   24	
Edmunds.com	20   17 🧲 📑	
True Car	32   16	
CarGurus	17   12 🧲 📑	
Carmax	17   15 🧲 📑	
Kelley Blue Book	33   25	
CARFAX	6 9 🧲 F	
Enterprise Car Sales	7   11 🧲 F	
Cars.com	41   23 🧲 📑	
Vroom	14   12 🧲 📑	

Auto Link patented technology protects your members from cookies & ad trackers!



\* Data collected from themarkup.org/blacklight on April 18<sup>th</sup>, 2021

## **Control The Search...Control Financing**



Fls must capture members EARLY in car buying process to control the conversation.

Every FI that's serious about auto loans MUST embrace DIGITAL CAR RESEARCH solutions.

# The Best in Class Solution



### **Auto Link-Virtual Car Sale**

AFG Integration Side-by-side Pmt Quotes AFG Demo

#### Your monthly payment depends on your **down payment** and your **credit score**.

		Down Payment		redit Score		
		\$4,500		740+		
		🕂 most popular i	length			
Loan Type	2 years	3 years	4 years	5 years	6 years	7 years
Flexi Loan	\$744 / mo	\$547 / mo	\$489 / mo	\$455 / mo	\$421 / mo	\$387 / mo
Conventional	\$1,551 / mo	\$944 / mo	\$720 / mo	\$586 / mo	\$497 / mo	\$452 / mo

#### FAQ: What's the difference between a Flexi Loan and a Conventional Loan?

Loan Type	You own the vehicle	Early trade-out for new vehicle	Protects from unexpected depreciation	What happens at the end of the loan term?
Flexi Loan	Yes	Yes	Yes	Trade it in and upgrade OR Refinance and keep it OR Sell it and pay balance OR Pay balance in full OR Return it and walk away
Conventional	Yes	Limited	No	Fully paid off at the end of the loan term

Vehicle Recommendation Engine



If you liked this vehicle, the following upgrades or similar vehicles or upgrades may also interest you

#### **Recommendation #1**

We calculate that you can...

Use a Flexi Loan instead of a Conventional Loan
Upgrade to the 2022 Chevrolet Traverse

For a **lower monthly payment** than a Conventional Loan on the 2022 Chevrolet Equinox

View Traverse Listings

#### **Recommendation #2**

We calculate that you can...

Use a Flexi Loan
Upgrade to the newer 2023 Chevrolet Equinox

The Flexi Loan monthly payment on the newer 2023 Chevrolet Equinox is **around the same monthly payment** as the monthly payment on the 2022 Chevrolet Equinox

View 2023 Chevrolet Equinox Listings

### Let's Summarize

- Embrace the digital experience demanded by members
- Don't forget People Helping People mission how many cars?
- Gain competitive advantage differentiate
- Embrace addl 25% of auto market with payment options
- Firefighters love their trucks and toys....every 3 years
- Be "in the game" and control the conversation
- Existing clients 5 seconds to turn on AFG Solution
- New clients onboarded in a day and a half