



Access Auto Loan Off To Strong Start

How often do you deny an auto loan application, but wish there was a way to keep that customer from going someplace else? We are pleased to introduce something that can help.

Talking with clients and partners provides tremendous insight into what works and what doesn't in the consumer finance sector. It should come as no surprise that one area we continue to hear clients bemoan is consumer access to credit.

To address this problem, Silver Sword has spent a great deal of time surveying the options available and we are happy to announce that we have partnered with BlueYield Automotive Lender Exchange to create Access Auto Loans, a new and different value proposition in auto finance.

Silver Sword's Access Auto Loan offering is a comprehensive auto lending program, with components allowing consumers access to credit in the automotive sector that may otherwise not be available, including:

- Refinancing options that allow consumers to reduce or extend payments on automobiles up to six years old
- Sub-prime borrower options that allow lower-credit consumers the opportunity to purchase new or used vehicles

Some of the features include:

- Control for you to turn specific purchase types on or off: If you only want to offer refinancing or sub-prime, we can do that easily
- Origination process can be entirely electronic, meaning no paper. Most signatures are completed online

- A network that can deliver lower APR's, improved terms, and smaller down payments
- An intuitive consumer user interface that offers the borrower facts and figures on a monthly car payment before they shop
- Approvals that are good for 45 day

Launched a few months back, the feedback so far has been terrific. While not all partners have taken on the entire platform, they are accessing the refinancing and sub-prime options to expand opportunities for customers/members (which keeps them in-house).

We have built capacity at the same time we are expanding the product options, so there is a large opportunity for you to reach an audience of customers/members you need not let slip away. For more information about the Access Auto Loan, [contact Perry O'Grady](#).