



## Stellar Solutions.

## Stellar Results.

### ***Turbo-Charge Direct Lending***

- ✓ Boost Direct Auto Loan Volume
- ✓ Grow Your Membership Base
- ✓ **No Up-Front Marketing Costs!**

*Stellar's Auto Loan Recapture Program* offers a turn-key program that maximizes direct loan growth and new household relationships (PFIs) while eliminating all the risk of marketing costs for our lending partners.

## **Program Overview** | **Stellar's Auto Loan Recapture Program**

### **How it Works**

Most consumers purchase their vehicle from the dealership based on monthly payments, not interest rates, and therefore may pay too much for their loan. Stellar uses credit bureau information to identify households in your charter footprint that meet your unique credit criteria profile and that are paying a higher interest rate for their auto loan than they would at your financial institution.

The prospect is mailed a personalized, prequalified offer letter showing the monthly savings for that consumer if they were to refinance with your financial institution.

### **Stellar's 7-Point Touch Process**

1. Multiple mailings
2. Outbound and inbound bilingual call center
3. Online web application portal designed with your Financial Institution's marketing appearance
4. Reminder messaging
5. Application process support
6. Proprietary credit bureau data selection model mirroring the financial institution's credit criteria
7. Stipulations helps ensure not only a good response rate of applications but a high "look-to-book" rate

## Auto Loan Program Options

Depending on your internal staffing capabilities or the need to maximize revenue per loan funded, we have provided our clients with the following two program options:

### Option 1 - Standard Program

This option allows you to maximize income by having your internal loan officers work the applications generated throughout the whole process. This option affords you the ability to maximize revenue by offering GAP, MBI, etc. This option also allows your institution to have direct contact with the consumer throughout the entire closing process.

### Option 2 - Full Service Program

We offer a full turn-key solution that includes the following:

- Prescreening of all applications
- Submission of applications to funding institution for underwriting
- Production of all documentation to be signed by the consumer
- Securing of all paperwork and required stipulations
- Finalize the funding package
- Disbursement of all funding proceeds
- Payoff to prior lien-holder
- Perfect the lien in financial institution's name
- Loan applications can be submitted electronically to multiple LOS platforms

\*Note – depending on the option selected, we offer a standard pricing structure as well as a tiered pricing structure. This is often dictated by the types of credit profiles your financial institution prefers.

## What Makes Stellar Different?

Think all auto loan recapture programs are the same? We'd love to show you the Stellar Difference. Here are a few of the reasons why you should choose to partner with Stellar.

### Loan Processing Department

Our in-house loan processing department is able to produce and package these loans to have them ready for booking. We are a SOC 2 compliant department that handles all the back-office steps to make sure your application is finalized correctly and in a timely manner. We take over after the initial approval and handle every step till the end, including filing the necessary title work to make sure your lien is perfected. We also offer GAP and Warranty products to help maintain the value of the vehicle throughout the life of the loan.

### Lead Exclusivity

Unlike many of our competitors, The Stellar Financial Group offers both member and prospective member lead exclusivity.

**There's NO data overlap between clients.** All results, reports, leads, and confidential information will not be shared with any other credit unions. Each credit union's membership loan base is suppressed out of all credit union clients, to ensure no attrition from our program. No applications are shared with other financial institutions.

### Pricing

Our success-based fee structure has a solution for everyone. Our auto loan recapture program pricing is based on volume and tiered to compensate clients for producing higher volumes of funded loans. **Our average client has a 50% look-to-book.**

Regardless of whether you target high yield or high FICO consumers, we can develop a plan that makes an ROI work for your institution. Join our growing list of clients that enjoy a **200-300% ROI and are consistently in the black!**