

# Lenders Protection

THE SMARTER WAY TO DRIVE AUTO LOANS

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Lenders Protection helps us keep top of mind with our dealers by allowing us the ability to be that full spectrum lender that dealers look for, while behind the scenes, offsetting the risk we would normally have to take on to do so. Their team is continually helping us analyze our portfolio with detailed reports, truly positioning themselves as a valued partner, not just a vendor. ”

Jeremy A Yardley, CCUE – VP of Lending



AltaOne Federal Credit Union was founded as the Naval Ordnance Test Station Federal Credit Union in 1947. Their strength and professionalism has helped them grow in excess of \$600 million in assets and serve more than 53,000 members.

## NEED

AltaOne wanted to expand their normal lending guidelines, to serve more of their members who have credit challenges, but they needed a way to responsibly manage the increased risk. They also saw the opportunity to meet growing loan demand through their network of Indirect auto dealers.

## SOLUTION

AltaOne has used the Lenders Protection program for over 6 years to fund more loans that would normally be declined or counter-offered. Through the Lenders Protection program, their members are getting access to reasonable rates and terms, and AltaOne's dealers love that they can sell more cars. AltaOne uses the CRIF SAIL loan origination system, which integrates seamlessly into the Lenders Protection platform. This allows AltaOne to respond to dealers in seconds, with just a few clicks of the mouse. The turnaround is seamless for their staff and their dealers.

## RESULTS

Lenders Protection helps AltaOne serve more members, by helping them avoid sub-prime lenders and buy-here, pay-here lots. They can comfortably buy deeper with the knowledge that they are protected if the loan defaults. AltaOne is earning a net yield 3 to 4 times more than their prime auto loan program. AltaOne's members are happy, their dealers are happy, and they have a growing loan portfolio.