



Credit Unions and Auto Leasing...Yes, they do go Together!

Automotive lending has a need for providers who can offer well developed programs supported by people and processes that are dynamic, member centered, and financially astute. The Credit Union has always been a smart choice for auto financing – now your members can enjoy all the same money-saving membership advantages and more with the CU Xpress Lease, conveniently provided at authorized automobile dealerships.

Fusion Auto Finance and its marketing partner, GrooveCar, have structured a turn-key leasing program with Credit Unions that generates a solid return on investment and high member satisfaction. Fusion Auto Finance is positioned properly with proprietary processes and vehicle valuation modeling that distinguishes them in the residual based finance marketplace. This program fully conforms to all NCUA rules and regulations.

Common concerns that Credit Unions have with the complexity of leasing are eliminated as a clear delineation of risks between financial partners is made. While Fusion manages all residual value risk, Credit Unions can devote their efforts to credit risk and member service – very straightforward, very professional, and very practical!

GrooveCar offers complete servicing of credit union and dealership relationships with program training, marketing materials, and statistical reporting to ensure that the program's results meets expectations. Fusion's core competencies in residual value analysis and lease-end management help mitigate the two most challenging risks associated with automobile leasing.

Credit Unions can achieve a desired level of return on investment balanced with a volume objective to reach an optimal mix of growth and profit. The CU Xpress Lease program is the number 1 credit union leasing program and over 90% of the lease customers are becoming new Credit Union members. GrooveCar and Fusion are offering this unique leasing program to select Credit Unions – program parameters and eligibility details are provided – welcome to the CU Xpress Lease!

For additional information go to www.cuxpresslease.com