

# AutoZoom – What You Can Know!

1. Know why and when qualified deals are not being closed.
2. Know when and which salesman do/or try to put bad deals on the books.
3. Know when credit risk exceeds dollar risk/reward at origination.
4. Know when early repos are excessive and why.
5. Know actual repo rate for all origination periods by score.
6. Know actual repo frequency for all origination periods by score.
7. Know actual gain or loss on each repo by all origination periods and score.
8. Know which underwriters and verification personnel are fudging.
9. Know when the credit quality of new originations is trending down.
10. Know what specifically is causing collectability to trend down.
11. Know your winning underwriting formula.
12. Know what creates More Sales & Less Losses.