



RIGHTDRIVE
THE ONLY WAY TO DRIVE



AI-financing spotlight: Hector Muniz of RightDrive El Paso

Role
F&I Director

Dealership
RightDrive El Paso

Location
El Paso, TX



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- Hector Muniz, F&I Director

Hector Muniz’s role as F&I Director spans multiple rooftops, with oversight across compliance, funding and lender relationships. He values tools that enable the team to move quickly and restructure deals in real time to close customers before they walk away.

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Why Upstart: aggressive advances + fast funding

After learning about Upstart Auto Finance’s high advances at a 20 group, Muniz said the ability to ‘buy aggressive’ with high LTVs and fast funding immediately drew him in.



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The impact: faster deals, greater flexibility and market share away from slower lenders.



Upstart as a true first look for higher approvals

Muniz shared that Upstart is a no-brainer first look for the team because of its quick response times with automated approvals.

He emphasized that ‘time kills deals’ in the world of car buying, and Upstart Auto Finance’s speed and flexibility are gamechangers when it comes to putting customers in cars, especially when other lenders are slow to respond.

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Muniz estimates that Upstart, with its speed and flexibility, has easily taken around 30 percent of business from other lenders.



Profitability driven by high advances

Muniz also said that the profitability impact from Upstart is clear. Through higher advances and higher approval rates, the RightDrive team puts deals together with less cash up front from the customer, making it easier for the customer to say yes.

He also noted that even when a deal is more “aggressive,” Upstart deals still win because in some cases, it is the only approval.

The bottom line

When it comes to Upstart Auto Finance, Muniz emphasized speed, efficiency and locking customers in with an approval so they don’t walk out the door.

“Upstart has great approvals and callbacks. It’s a great tool to get a customer in a vehicle, especially on the week-end when another lender would take three to four hours to respond,” he said. “When the customer leaves, it’s very hard to know if they’ll come back, and with Upstart, the deals get done.”



Drive your dealership forward.

Ready to speed up financing and convert more shoppers?

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