

# NON-PRIME TIMES

NATIONAL AUTOMOTIVE FINANCE ASSOCIATION • 7250 Parkway Drive, Suite 510 • Hanover, MD 21076  
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SPRING, 2008

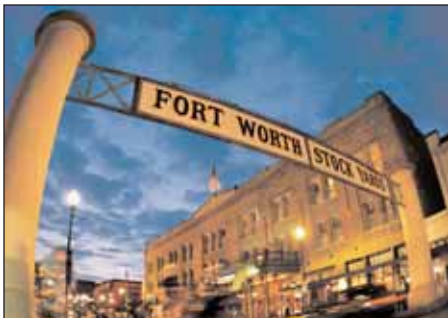
## 12TH ANNUAL CONFERENCE SCHEDULED



Plan to join your colleagues in Fort Worth for the NAF Association's 12th Annual Auto Financing Conference June 4 to 6, 2008 at the Renaissance Worthington Hotel.


Dr. Bernard L. Weinstein, Institute of Applied Economics, University of North Texas, will deliver the keynote address. His economic outlook for the coming year will include his assessment of the effects the economic downturn will have on the auto financing industry.

As in previous years, the conference will feature individual presenters and panels of speakers, all of whom are experts in their fields. Topics include: Collections, Rating Agency Perspectives, Alternative Scoring and Data Models, the Used Car Market, Dealer/Creditor




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Compliance and Remarketing.

A panel discussion of the state of the non-prime industry, which has been a popular news topic, will feature panelists Dan Leonard, president, Triad Financial Corp.; Mark Floyd, co-chief operating officer, AmeriCredit; and Tommy A. Moore Jr., president and CEO, First Investors Financial Services Group. These finance company executives will share their views of the strategies needed for success in the present economic climate.

The popular session on legal updates returns with a panel of members of NAF Association's legal committee. There will be round table discussions of industry innovations to meet the challenges in risk management, collection and underwriting.

BenchMark Consulting International will provide a preview of the NAF Association's Annual Non-Prime Auto Financing Survey during the annual member meeting

Exhibits help keep conference attendees up-to-date on the latest products and services designed especially for the non-prime auto industry. There are ample opportunities to network during receptions, breaks, meals and free time. The conference is open to members and non-members.

Follow the conference link at [www.nafassociation.com](http://www.nafassociation.com) for program updates, information on sponsorships and exhibits and for on-line registration.

Major sponsors are DealerTrack, the grand corporate sponsor, and corporate sponsors, ACS, PasTime and Regional Acceptance Corporation.

See pages 3-4 for program details.

**Conference registration fee  
has been reduced!**  
**See page 5 for details.**



Cowgirl Museum

## EXECUTIVE DIRECTOR'S MESSAGE



This newsletter is full of information on the upcoming conference. As with all our conferences and workshops, topics were selected to reflect the current day issues affecting the non-prime auto financing industry, and this year the economy is a concern. Consideration of the economic downturn and its effect on individual travel budgets led us to reduce the conference registration fee. We hope the reduced fee and the topical subject matter will be persuasive in your decision to attend the conference.

The NAF executive committee reviewed the proposed Arbitration Fairness Act of 2008, found areas of concern and expressed them in a letter

to the House Judiciary Committee. The committee's apprehension focused on the proposed prohibition of the pre-dispute arbitration agreement. The executive committee wrote: "The Automobile Arbitration Fairness Act proposes to fix a process that is not broken, one that is viewed positively by consumers, has sufficient safeguards against abuse available through the courts, and provides a level of certainty that keeps the cost of credit affordable for consumers. The Act is not only unnecessary, but potentially harmful to industry and consumers alike."

The annual non-prime automotive financing survey is being compiled and will be available in the early summer. We are planning another operations survey, this time in the area of collections and urge our

members to participate. We had a webinar following publication of the first operations survey on processing NSF checks and were pleased with the participation. This is an educational tool we hope to use again.

I look forward to seeing you in Fort Worth!

*The NAF Association is managed by its members. It is truly your Association. Is there something you would like to learn? contribute? Contact me at 800-463-8955 or [jtracey@nafassociation.com](mailto:jtracey@nafassociation.com).*

### JOIN THE NAF ASSOCIATION

Go to [www.nafassociation.com](http://www.nafassociation.com) for information and on-line registration form or call 800-463-8955.

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## 12th Annual Non-Prime Automotive Conference

June 4 to 6, 2008

**Renaissance Worthington Hotel in Fort Worth**

Plan to attend the NAF Association's 12th Annual Non-Prime Auto Financing Conference, **where the industry goes for solutions.**

Join industry experts, representatives from the major finance companies, auto dealers, attorney specialists for the conference that is expressly designed for the non-prime auto industry. Individual presenters and panels of experts share their knowledge and welcome your questions.

This year the non-prime auto financing industry is facing challenges that it has not faced for years. Economic conditions and the non-prime mortgage market have met to produce a "perfect storm" scenario. Delinquencies and losses are trending upwards, the securitization market has dried up and non-prime dealerships feel the squeeze of tighter credit underwriting. The NAF Association knows the non-prime auto industry, and **we have reduced the conference registration fees** and built this year's program to address these concerns.

Exhibits show the latest product and service innovations. Make valuable new contacts at receptions, breaks and meals.

Register on-line now at **www.nafassociation.com**. You will find a link there to the hotel to make your room reservation too, or call the hotel at 800-433-5677 or 817-870-1000. Reserve your room by May 9th for special conference rate, and be sure to reference NAF Annual Meeting.

NAF Association is grateful to sponsors and exhibitors. Their support makes the conference possible.

### Wednesday June 4, 2008

2:30 to 4:00 pm **Board of Directors Meeting**

5:30 to 7:30 pm **Reception Sponsored by  
RouteOne**

### Thursday June 5, 2008

7:30 to 8:15 am **Breakfast**

8:15 to 8:45 am **Opening Remarks**

Jack Tracey, **NAF Association**, Executive Director  
and Dan Leonard, **Triad Financial**, NAF  
Association President

8:45 to 9:30 am **Session 1 - Key Note Address**

Dr. Bernard L. Weinstein, Institute of Applied  
Economics, **University of North Texas**

The Sub-Prime Mess, the Credit Crunch and the  
Recession of 2008: Implications for the National  
Economy and Auto Financing.

9:30 to 10:45 am **Session 2 - Collections**

Moderator: Aaron Tankersley, **HSBC Auto**

Panel: Scott Collier, **Regional Acceptance Corp**;

Bob Hessman, **SMG Servicing**; Robert Beatty,

**AmeriCredit**; and Kevin Pruner, **Systems &**

**Services Technologies**

10:45 to 11:15 am **Break**

11:15 am to 12:15 pm **Session 3 - How Can We Stimulate ABS Investors?**

Moderator: George Halloran, **BenchMark Consulting International**

Panel: Amy Martin, **Standard & Poor's**, Robert Micalizzi, **Merrill Lynch**; and other non-prime originator and investor representatives.

12:15 to 1:30 pm **Lunch Sponsored by driversselect**

1:30 to 2:15 pm **Session 4 - Alternative Data and Scoring Models in the Under-Banked Market**

Moderator: Annette Girmus-Orford, **Phoenix Capital Management**

Panel: Steve Darsie, Scoring Solutions; May Ya Poon, Wells Fargo Auto Finance; and Steve Hall, driversselect

2:15 to 3:00 pm **Session 5 - Full Spectrum Lending**

Richard Howse & Lisa Chlubiski, **JD Power and Associates**

3:00 to 3:30 pm **Break Sponsored by Fiserv Lending Solutions**

3:30 to 4:15 pm **Session 6 - Member Meeting**

Paul Snider, **CIQ/VOISYS**, NAF Association  
Chairman; Jack Tracey, **NAF Association** Executive Director; Rich Apicella, **BenchMark Consulting International**

4:15 to 5:00 pm **Session 7 - Innovations Roundtable**

Marguerite Watanabe, **Connections Insights, LLC**

5:00 to 7:00 pm **Reception Sponsored by Finance Express**



## Friday June 6, 2008

7:30 to 8:10 am **Breakfast**

8:10 to 8:15 am **Opening Remarks**  
Jack Tracey, **NAF Association**, and Mark Brown, **DealerTrack**

8:15 to 9:00 am **Session 8 - State of the Non-Prime Industry**

Panel: Mark Floyd, **AmeriCredit**; Dan Leonard, **Triad Financial**; Tommy A. Moore, Jr., **First Investors Financial Services Group, Inc.**

9:00 to 9:45 am **Session 9 - Used Car Market**

Tom Webb, **Manheim**

9:45 to 10:45 am **Session 10 - Legal Update**

Moderator: Eric Johnson, **Phillips McFall McCaffrey McVay & Murrah PC**

Panel: Brian Becker, **Becker Law Firm, PA**; Joshua Cox, **Santander Consumer USA/Drive**; Larry Young, **Hughes Watters and Askanase, LLP**; and Mark Edelman, **McGlinchey Stafford**

10:45 to 11:00 am **Break Sponsored by Phoenix Capital Management**

11:00 to 11:45 am **Session 11 Dealer/Creditor Compliance in a Sub-Prime World – The Dealers' Viewpoint**

Moderator: Gary Perdue, **AppOne/Wolters Kluwer Financial Services**

Panel: Gil Van Over, **gvo3 & Associates**; Becky Cherneke, **Cherneke Consulting Incorporated**; and Emily Beck, **Hudson Cook, LLP**

11:45 to 12:30 pm **Session 12 - Remarketing – The Global Buyer Effect**

Robert Guerrero, **Insurance Auto Auctions**

12:30 pm **Closing Remarks**

Jack Tracey, **NAF Association** Executive Director

## **MEMBER PROFILE: myEZ CAR CARE**

myEZ Car Care of New Orleans, founded in 2004, addresses a need in the automobile sales, ownership and finance communities to assist consumers in maintaining their vehicles. At the same time, myEZ Car Care builds relationships and enhances communications among the customer, dealer and auto finance source. Sales and finance transactions turn into long term relationships.

myEZ Car Care is a dealer-branded, dealer-centric prepaid maintenance, communications and loyalty program with the exclusive Electronic Glove Box™ that sends service reminders and recall notices, if any, maintains and updates vehicle records online. This includes records of service, insurance and warranty information, electronic versions of loan, sales and ownership documents. Communication and education focuses on keeping the vehicle properly maintained, with the goal of improved performance. Owners, then, are more likely to keep up payments, and the value of the collateral is enhanced.

The cost vehicle maintenance is not often considered in the purchase or financing process as other expenses such as insurance are, though the responsible vehicle owner is guaranteed to incur these expenses over the course of their financing contract. myEZ Car Care wraps necessary preventive maintenance into the monthly payment while typically adding only \$10-15 to the payment. It locks in today's cost and, with the Electronic Glove Box™ sending service reminders and maintaining maintenance records online, it assures that vehicle owners get off to a good start. The program creates customer goodwill, and many dealers add the pro-

## **BUDGET-SENSITIVE CONFERENCE FEE**

**The National Automotive Finance (NAF) Association took a bold step and reduced registration fees for its upcoming 12th Annual Non-Prime Auto Financing Conference, June 4 to 6, 2008.**

**"Budgets, especially travel budgets, have been reduced due to the economic downturn," says Jack Tracey, the association's executive director, "and trade conferences have been experiencing falling attendance because of it."**

**The association reduced all registration fees to make the conference more affordable for their members and others in the industry who are working with smaller budgets this year.**

**"Difficult economic conditions, rising delinquencies and losses and contraction in the securitization markets have placed financial limitations on companies who attend this event," says Tracey, "and we felt that a registration fee reduction would make it possible for more people to attend the conference where these and other issues affecting the non-prime auto market will be addressed by industry experts."**

**The conference is open to members and non-members, and program and registration information can be found at**  
**[www.nafassociation.com](http://www.nafassociation.com).**

gram to each sale. Dealers add minimal mark up in order to maximize penetration.

Auto finance sources have tried many products to improve payment practices, and myEZ Car Care offers a unique benefit of of improving the condition of the vehicle as well. The value of the program is realized over the entire term of the auto loan and ownership experience so auto finance sources treat myEZ Car Care as a necessary financeable product.

Marguerite Watanabe, president of Connections Insights, was asked to review the product and had this to say "myEZ Car Care is a product that meets the criteria of most auto financing companies — it is cancelable, transferrable and, most importantly, adds a clear value to the

customer/dealer relationship and it best assures that the vehicle is maintained properly."

myEZ Car Care was developed by a team of auto industry veterans with the vision of ensuring that myEZ Car Care is consumer-, bank-, and dealer-friendly, while reflecting positively on the corporate citizenship of the bank, dealer, and service provider. The program is moderately priced — locking in today's costs — is cancelable and transferable if the vehicle is sold. Programs are available for both franchise and independent auto dealers. For more information, go to [www.myezcarcare.com](http://www.myezcarcare.com).



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### NEW MEMBERS

The NAF Association welcomes new members:

AFCD

[www.myafcd.com](http://www.myafcd.com)

Becker Law Firm, P A

252-757-3203

Cypress Software Systems

[www.go-cypress.com](http://www.go-cypress.com)

[myAutoloan.com](http://myAutoloan.com)

[www.myautoloan.com](http://www.myautoloan.com)

Santander Consumer USA / Drive<sup>®</sup>

[www.drivefinancial.com](http://www.drivefinancial.com)

### Coming Soon!

#### 2008 Non-Prime Automotive Financing Survey

The annual survey, conducted by outside consultant, BenchMark Consulting International, analyzes 2007 year end data and compares it to previous years' surveys to discover trends in the non-prime auto financing market.

The survey will be printed in the early summer and will be distributed at no cost to the companies that participated and to those NAF Association members not eligible to participate in the survey. Information, including on-line ordering, will be posted as on the website.

[www.nafassociation.com](http://www.nafassociation.com)

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*If you would like to contribute a newsletter article, contact us for details.*

  
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