

**FEATURED
IN THIS ISSUE:**

Highlights from the Annual Conference

New and Improved Learning Gateway is Live

Inaugural Jack Tracey Pinnacle Award Honors Industry Legend



 **NAF Association's 27th Annual
NON-PRIME AUTO FINANCING
CONFERENCE**
JUNE 7-9, 2023 | PLANO, TX
Scenes from latest NAF Conference

Welcome to the latest edition of the National Automotive Finance Association Quarterly Management Report. This newsletter aims to provide you with a summary of relevant information and updates on association initiatives and is distributed to our membership on a quarterly basis.

NETWORKING EVENT: The 27th Annual Non-Prime Auto Financing Conference is a Resounding Success



Nearly 350 lenders, business partners, speakers, and guests gathered for the association's premier annual event. Participants attended educational sessions on a variety of topics ranging from an auto finance industry outlook, how electric vehicles are impacting the subprime market, what the data tells us about fraud as we move into the age of Ai, an update from the Consumer Financial Protection Bureau (CFPB), and so much more.

Several sessions featured roundtable discussions, which also proved to be a popular format for those looking to collaborate with peers and grow their professional network. In addition to relevant content, the conference hosted

several social events and receptions which were great venues for connecting with other attendees. These events created a relaxed environment designed to encourage relationship development.

“The NAF Association’s annual conference was inspirational, informational, and FUN! Presenting Tom Hudson with the Jack Tracey Pinnacle Award was an honor,” said Jim Bass, Agora Data’s SVP of Strategic Relations and the NAF Association’s immediate past chairman. “Everyone benefitted from the up-to-date information shared by Standard and Poor’s, the Consumer Financial Protection Bureau, Cox Automotive economist’s report, as well as many other speakers. The networking, dealmaking, and good times in the exhibit hall were fantastic, as were the Top Golf event and evening dessert reception. I can’t wait until next year in Fort Worth!”

Save the date for the 28th Annual Non-Prime Auto Financing Conference, planned for June 5 – 7, 2024 in Fort Worth, Texas.

[Conference Photo Album](#)

[Highlights Blog Post](#)

LEADERSHIP TEAM:

Introducing Our New Volunteer Leadership

The NAF Association Board of Directors met in conjunction with the conference and voted on its new Executive Committee. The Executive Officers will serve a one-year term and were announced at the Annual Membership Meeting.



CHAIRMAN:
Paul Gillespie
GM Financial/AmeriCredit



SECRETARY:
Suzi Straffon
Allied Solutions



PRESIDENT:
Micky Watts
Anderson Brothers Bank



TREASURER:
Matt Burke
Center Street Finance



VICE PRESIDENT:
Claudia Plascencia
Resolvion

WELCOME NEW MEMBERS

Welcome to NAF Association community! We look forward to engaging with you and working together to provide opportunities for education and peer-to-peer collaboration as we support and promote a sustainable non-prime automotive finance industry.

NETSOL Technologies Americas, Inc.
Ally
Specialty Finance Group, LLC

Auto Finance News
Hatteras Inc.
1803 Capital

V Family Office
First Help Financial
Agero, Inc./MBSI Inc.

MEMBER SPOTLIGHT

Jericho CRM Marketing

Time Period: All

State: All

County: All

Lender: All

Dealer: All

Collateral Type: All

Finance Type: All

Make: All

Class: All

Fuel Type: All

Mileage: 0

Year: 1975

COMPETITIVE DATA AVAILABLE 15 DAYS AFTER MONTH END!

State: T
County: M

Time period - 1 MO

849 897 945 993

Top 5 Lenders

Toyota Financial Services	425
General Motors Financial Co.	373
Ally Financial Inc.	371
Ford Mot	355

Top 5 States

Montana	993
Massachusetts	973
Massachusetts	971
Massachusetts	955

KEY FEATURES

- National Vehicle Registrations
- Dealer Name & Address
- Franchise/Independent
- Lienholders
- New/Used
- Make/Model

DATA

- Year/Mileage
- Fuel Type
- VIN

OTHER FEATURES

- The data is purchased from state offices governing vehicle titles. In most states, this is the Department of Motor Vehicles (DMV). This includes data from over 233K Dealers and growing.
- Top Selling Makes/Models in your market
- Body Style
- Segment
- Trim
- Sales Price

[Email Diane Merino](mailto:diane@jericho.com) or call (717) 676-1533 to reserve your spot in a future edition today.

Curriculum developed by
HUDSON COOK LLP

Your partner for compliance education

The National Automotive Finance (NAF) Association is committed to providing comprehensive compliance education to the auto financing industry.

New and Improved Learning Gateway

We recently completed the transition to a new learning management system for our compliance education programs. The NAF Learning Gateway is connected directly to our Association Management Software, so now learners can simply sign in through NAF Association to access their education accounts. The platform is more user-friendly and the process for registration is streamlined and automated.

Compliance is at the forefront of auto finance management. We offer programs for compliance professionals and front-line staff.

[Learn more about our compliance education programs](#)



Ask to Answer Forums

Ask to Answer Forums Host First In-person Gathering

The Ask-to-Answer Forums are a member benefit program featuring specialty networking groups that focus on relevant topics with a broad influence across the industry. The Operations+ and Originations+ Forums gathered in person for the first time at the annual conference for a networking luncheon, a presentation on Real Talk on Refunds: Elevating Your Aftermarket Services, followed by facilitated roundtable discussions with peers.

The Ask to Answer Forums will hold their next meetings virtually in October. Save the dates:

October 11: Operations+

October 18: Originations+

[Visit our website to learn more about the Ask to Answer Forum program](#)



Tom Hudson Honored as First Jack Tracey Pinnacle Award Recipient

The 2023 Jack Tracey Pinnacle Award, sponsored by RepoSystems, recognizes a professional at a member organization with enduring service to the non-prime auto finance industry. One of the highlights of the annual conference was the award ceremony in recognition of Tom Hudson of Hudson Cook, LLP as the first recipient of the Jack Tracey Pinnacle Award. The presentation honored Tom for his contributions to the industry and made for a touching moment for all those in attendance.

We are proud to recognize professionals that have made remarkable contributions to the benefit of the non-prime auto finance industry. The award portal for 2024 nominations will open early next year.



Build Your Brand

Are you looking to increase your brand awareness, promote your products and services, and grow your business? The NAF Association provides various unique opportunities to help you gain more exposure and connect with a quality audience.

[Email Diane Merino or call 717-676-1533 for more information.](#)

NAF ASSOCIATION STAFF CONTACT INFORMATION

Your NAF Association staff is passionate, knowledgeable, and here to serve you. Please contact our team directly with questions, comments, or concerns:

- [Jennifer Martin](#) Executive Director
- [Kate Brady](#) Operations Manager
- [Diane Merino](#) Director of Business Development
- [Cindy Sly](#) Director of Member Services

Member News

Get the latest member news from Non-Prime Times, the official publication of the NAF Association.

[SUBSCRIBE HERE](#)