

**FEATURED
IN THIS ISSUE:**



MEMBERSHIP DRIVE CAMPAIGN

New membership drive pays off with grand prize



ASK TO ANSWER FORUMS

Networking groups to focus on a range of relevant topics



2022 CONFERENCE HIGHLIGHTS

The Annual Non-Prime Financing

Conference: Where the Non-Prime Auto Finance Industry Meets!

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 will be distributed to our membership on a quarterly basis.

RECAP 2022

NAF Association Conference

Over 300 Industry Professionals gathered to network, discover, and learn...

[LEARN MORE](#)



Well over 300 industry professionals gathered for education and training and networking opportunities at the premier non-prime auto financing conference in the country last month.

Attendees participated in sessions and learned the latest trends in compliance, fraud, technology, and talent management, plus so much more. The sold-out exhibit hall served as the social center of the conference and provided information and access to solution providers.

SAVE THE DATE!

Save the date now for the 27th Annual Non-Prime Auto Financing Conference, June 7-9, 2023, in Plano, Texas!



“The NAF Association conference is a great opportunity to network with other professionals to learn the trends and compliance needs in our industry.”

WELCOME NEW MEMBERS

Bay Credit Union
Blytzpay, LLC.
CapitalCredit LLC
Car Capital Corp
CIG Financial LLC
Credit Bureau +™ by Trust Science

IDA Acceptance360, LLC
Ignite Consulting Partners
Inovatec
Insperity
Investment Retrievers, INC.
Ironhorse Funding LLC

KRB Partners LLC
Reynolds and Reynolds
Sensible Auto Finance
Solera Auto Finance LLC

MEMBERSHIP DRIVE Campaign Kickoff



Members are the lifeblood of our association. Learn how to accelerate your impact on membership development.

[LEARN MORE](#)



“Adding new voices and unique perspectives to the membership base will foster a stronger culture of innovation and idea-sharing...”

It's time to rev your engines and put the pedal to the metal! You've got the green light to participate in our membership drive challenge. The current member that brings in the most new members before December 1, 2022, will win a grand prize vacation package for two, generously sponsored by Allied Solutions!

Adding new voices and unique perspectives to the membership base will foster a stronger culture of innovation and idea-sharing to support a healthy non-prime automotive marketplace. Your participation in this challenge will help us meet our goal of increasing membership by 15% before the end of the year and guarantee we finish 2022 strong.

Visit the [NAF Association website](#) for more information to get involved. [LEARN MORE](#)

Thank you to our sponsor



CALL FOR PRESENTERS

The NAF Association's Call for Presenters portal is open and accepting content proposals. We invite you to share your industry knowledge and business expertise as a presenter at one of our upcoming events. Interested presenters can submit as many different topics as they like for conferences, workshops, or webinars. We are seeking experienced live conference speakers and skilled virtual presenters on engaging topics for online educational offerings.

[SUBMIT A PROPOSAL](#)

NEW SPECIALTY GROUPS LAUNCHING IN 3...2...1...

NEW in 2022, the NAF Association is pleased to offer Ask to Answer Forums to the membership. These networking groups will focus on relevant topics with a broad impact across the industry. Originations+ offers the opportunity to explore in-depth trends, research, and information-sharing with other industry professionals on topics that cover the entire lifecycle of the loan origination process. Operations+ offers the opportunity to explore the latest trends in business activities including but not limited to marketing, business development, communications and public relations, leadership, talent management, technology, and industry economics. All members in good standing are welcome to participate in these forums that offer educational opportunities and the ability to connect with peers across the country. Each forum will meet at least three times per year, with one in-person meeting held in coordination with the NAF Association annual conference in June and at least two other meetings held virtually or in person. Each meeting will include time dedicated

to education and feature a speaker on a hot topic. The facilitator will also encourage open dialogue, networking, and best practices sharing among participants. Visit the NAF Association website for more information and to sign up to be notified once registration opens.

[CLICK HERE](#) for more information and to sign up to be notified once registration is available.

ANNUAL RECOGNITION PROGRAM – STAY TUNED!

As announced at the 2022 Annual Conference, the NAF Association is proud to recognize professionals that have made remarkable contributions to the benefit of the non-prime auto finance industry. Nominations for these awards may be made by any member of the National Automotive Finance Association. **The National Automotive Finance Association Jack Tracey Pinnacle Award** will recognize a professional at a member organization with enduring service to the non-prime auto finance industry. Individuals nominated for this award will have an extensive record of service to an NAF Association member company that is substantive and encompasses a productive, voluntary effort exceeding the duties of regular employment. A nominee's service record must reflect having produced a positive impact beyond an individual company. Nominations will be accepted early in 2023 with the award presented at the 2023 annual conference next June. An exclusive sponsorship is available for the awards ceremony.

[CONTACT DIANE MERINO FOR MORE INFORMATION.](#)



STAFFING UPDATE

After 26 years of service to the NAF Association, Mary Ellen Tracey is retiring at the end of July. We will miss Mary Ellen's passion for the organization and appreciate her many contributions over the years. Please join us in wishing her all the best. We are pleased to welcome Kate Brady to the NAF Association staff. Kate is joining the team at the end of this month and will serve in the role of Operations Manager. Kate has a strong background in association administration and will be an excellent asset to the NAF Association team.

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

[Diane Merino](#), Director of Business Development

[Cindy Sly](#), Director of Member Services

[Mary Ellen Tracey](#), Associate Director

MEMBER SPOTLIGHT



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[Email Diane Merino](#) or call (717) 676-1533 to reserve your spot in a future edition today.