



QUARTERLY Management Report



**FEATURED
IN THIS ISSUE:**



ANNUAL AWARD: Nominate a deserving peer for the inaugural Pinnacle Award



CARES Act Employee Retention Credit: Determine your eligibility



wishes you and your family

*Happy
New Year*

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.

CONFERENCE NEWS: Keynote Speaker Announced!

Amy Downs was one of the last survivors to be pulled from the rubble of the 1995 Oklahoma City bombing in which a total of 168 people were killed, including 18 of her 33 co-workers. While buried alive and waiting to die, she realized she had never really lived. Once freed from the rubble, Amy launched a self-improvement campaign.

Amy will share how to apply what she learned on her journey from a 355lb teller who dropped out of college to obtaining her Masters in Business Administration, becoming the CEO, and completing an Ironman Triathlon. Amy is excited to share how you can respond to a crisis in a way that will make your organization come out even stronger than before you went in.

You won't want to miss Amy's compelling story about resilience, dedication, and transformation. Save the Date and join us in Plano, Texas on June 7 – 9, 2023.

Sign up here to be notified once registration opens



[LEARN MORE](#)

WELCOME NEW MEMBERS

Spectrum Acceptance
Cherrywood Enterprises

Flinks
GOLDPOINT Systems

InformedIQ
Privacy4cars

We welcome you to the NAF Association family and 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.



Membership Drive Wrap Up



Thank you to our sponsor



Our Accelerate Your Impact Membership Drive, which began on June 1st, wrapped up on December 1st. During the drive, we

added 19 new members to the association. In an exciting finish, we had a tie for referral points among our participating current members and so we held a drawing for the grand prize, a trip for two to a destination of the winner's choosing. **Marguerite Watanabe** is our lucky winner.

She will receive a Delta Vacations gift card, sponsored by Allied Solutions. Again, thank you to our sponsor, Allied Solutions, and to our participating members. WE ARE STRONGER TOGETHER!

[Visit the NAF Association website for more information and to access the marketing toolkit.](#)

Member Resource Webinars Power 30 back by popular demand

Thank you to Hudson Cook, LLP for their commitment to our new member



benefit program. Their team presented the Power 30 webinar series this past fall, which featured three informative and well-received sessions. Hudson Cook, LLP has agreed to another series of webinars to be held early in 2023. Topics and dates are being finalized. Be on the lookout for the series announcement and share it with your teams!

All staff of member companies are members of the association – let your teams know there are free resources for them through NAF Association.

Member Resource Webinar registration information can be found on our website.

[Check back often as events are regularly added to the webinar calendar.](#)



Annual Award Program: Jack Tracey Pinnacle Award

The National Automotive Finance Association is proud to recognize professionals that have made remarkable contributions to the benefit of the non-prime auto finance industry. The 2023 Jack Tracey Pinnacle Award, sponsored by RepoSystems, will recognize a professional at a member organization with enduring service to the non-prime auto finance industry.



Individuals nominated for this award should have an extensive record of service to a NAF Association member company that is substantive and encompasses a productive, voluntary effort exceeding the duties of regular employment. A nominee's service record will reflect having produced a positive impact beyond an individual company.

Nominations will be accepted through the award portal between March 1 – April 15, 2023. Submissions may include self-nominations. The Awards Committee will review applications and recommend the recipient to the full NAF Association Board of Directors. The award winner will be announced and recognized at the 2023 Non-Prime Auto Financing Conference in June.

[Learn more about the award criteria and how to submit a nomination.](#)

Member Benefit Program Fully refundable payroll tax credit

As the COVID-19 pandemic stretches into yet another year, businesses continue to experience financial distress and hardships. The good news is that help is available through the Coronavirus Aid, Relief and Economic Security (CARES) Act Employee Retention Credit (ERC). The CARES Act ERC provides a fully refundable payroll tax credit to eligible employers negatively impacted by the pandemic.

Interested in learning more about whether you're eligible for the CARES Act Employee Retention Credit? The NAF Association is partnering with Synergi Partners to help guide our members through the eligibility analysis process.

There are many factors in determining eligibility for the ERC. Tax credit processing is complex and dependent on each employer's unique situation. The Synergi team provides individualized assessments of tax credit eligibility for each business based on their facts and circumstances to ensure every employer is optimizing credits

[Learn more](#)





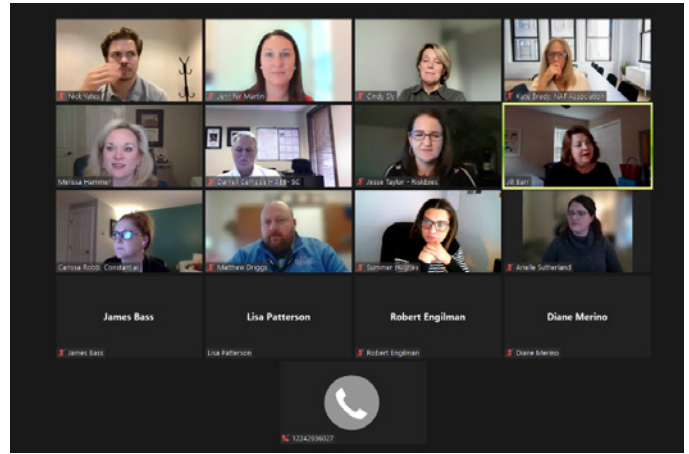
Compliance Education Are your teams trained?

The association is embarking on year nine of the Consumer Credit Compliance Certification. We are proud to state that we have had over 1000 registrants! In 2023 the program will undergo a review and updates to sustain the program as a premier compliance education program. Thank you to our members for supporting this program.

The Compliance Roundtable/Listserve Program continues to be a favorite for the graduates of the certification program. Is your company a member? This program provides the certification graduates with a networking continuing education program.

The Front-Line Staff Certificates program is a staple for many of our members. The program for front-line staff and management teams provides an inexpensive way to get the grassroots of your company compliance educated. Having trained staff is a major component of a Compliance Management System (CMS). Are your teams trained?

[Check out all of our programs at nafassociation.com.](https://nafassociation.com)



Ask to Answer Forums Recap



The Ask to Answer Forums held their first virtual

meetings this past fall. The Operations+ and Originations+ committees planned relevant agendas with featured speakers who provided valuable information. Following the speaker's presentation, a member exchange is intended to provide participants with an opportunity to ask questions of their peers and offer answers to others based on their own experiences.

This venue provides an opportunity for peer-to-peer collaboration and the value only increases with additional participation. Remember, NAF Association membership extends to each member of your organization, so pass this information on to your teammates and encourage their participation. We would love to see these grow!

Looking ahead to next year, we'll host a total of three forum meetings for each group. Two meetings will be held virtually, and one will be held live and in person in conjunction with the annual conference. Stay tuned for the 2023 Forum meeting dates to be announced soon!

[Learn more about the Ask to Answer Forums here](#)

MEMBER SPOTLIGHT



REPOSYSTEMS POWERFUL. PROFITABLE. FLEXIBLE.



ABOUT US

Our founder saw a challenge in the industry. He saw that there was not an efficient, proficient, economical workflow solution with bias or prejudice for both the lender and repossession vendor market. This challenge led him to create RepoSystems and to be the first create a contingent only platform as well as being the first to file patent for mapping and routing repossessions.

VENDOR & LENDER SOLUTIONS

RepoSystems is designed to optimize the efficiency of your repossession business. Not only do we keep all your business efforts centralized to our unique platform, but we also provide industry leading security measures to keep your clients information safe.

NEW, FAST & SAFE

We are excited to be launching our new and improved Mobi Site: RepoPath, in Q1. It has been updated to be more modern, visual, smoother and easier to operate. We want our vendors safe in the field, the less time looking at a screen, the better!

OUR SERVICES



PREMIUM MANAGEMENT TOOLS

Increasing your recovery capacity and reducing your administrative costs.



STAY IN COMPLIANCE

Never doubt the state of compliance and insurance with our powerful compliance management system.



REAL-TIME COMMUNICATION

Keeping Lending Institutions and Recovery Agents connected every step of the way.

2023 VISION & MISSION

One of the biggest goals for RepoSystems in the upcoming year is to reconnect the field with Finance institutions. Before, there used to be an open dialog between vendors and lenders, then Covid hit and its been a challenge to get that connection back ever since.

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

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.

Contact Diane Merino, Director of Business Development, for [MORE INFORMATION](#)

Member News

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

[SUBSCRIBE HERE](#)

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