

**FEATURED  
IN THIS ISSUE:**



**MEMBER RESOURCE WEBINARS**

Stay informed of the latest industry trends



**ACCELERATE YOUR IMPACT**

Learn how to accelerate your impact on membership development



*Save the Date!*

**2023 CONFERENCE**

**The Annual Non-Prime Financing Conference:** Where the Non-Prime Auto Finance Industry Meets!

**June 7-9, 2023 | Plano, TX**

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.

# QUARTERLY HIGHLIGHT: CFPB Outreach

The purpose of the meeting was to reintroduce our organization, share information about the NAF Association and discuss potential opportunities for engagement.



The NAF Association held a virtual meeting with the Consumer Finance Protection Bureau (CFPB) in late August. NAF President Paul Gillespie, SVP Dealer Services with AmeriCredit-GM Financial; NAF Chairman Jim Bass, SVP Strategic Relationships with Agora Data; and NAF Executive Director Jennifer Martin attended on behalf of the association. Four staff members from the Markets Office and four staff members from the Office of Financial Institutions attended on behalf of the CFPB. The purpose of the meeting was to reintroduce our organization, share information about the NAF Association and discuss potential opportunities for engagement. The call was productive and established points of contact, opening the lines of communication and setting the stage for a mutually beneficial relationship.

“The NAF Association is a leader in the non-prime auto finance industry, and we are ready and willing to serve as a resource. This meeting was a positive first step in reestablishing a relationship with the CFPB.”

**~NAF Association  
President, Paul Gillespie**

## WELCOME NEW MEMBERS

AHFC  
Arivo Acceptance LLC

Association of Dealership  
Compliance Officers

U Drive Acceptance Corp  
Verisk

# 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.

*Thank you to our sponsor*



**T**he Accelerate Your Impact campaign launched in June and runs through December 1, 2022. Did you know that as a current member, you can earn points for recruiting new members? Make sure your contact notes that you referred them our way on their membership application, and you'll be eligible to win the grand prize of a vacation package for two, generously sponsored by Allied Solutions.

We even make it easy for you to encourage the people you do business to join the NAF Association. We've designed an online marketing toolkit containing content that you can share via email, LinkedIn, and other social media channels to increase awareness about the NAF Association. You can copy or customize the content to reach your intended audience.

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

# NAF ASSOCIATION: Member Resource Webinars



Power 30 Webinar Series presented by Hudson Cook, LLP

The NAF Association is pleased to offer Member Resource Webinars as a value of affiliation. These educational experiences are a great way to stay informed of the latest industry trends and serve as a valuable tool for continued professional development.

The first webinar in a three-part series was successfully held in September. The Power 30 Webinar Series, presented by Hudson Cook, LLP is a new member benefit designed for and open exclusively to the NAF Association membership. You won't want to miss the next two sessions:

## **OCTOBER 12**

It's the Final Countdown – Are You Ready for the Amended Safeguards Rule?

## **NOVEMBER 2:**

A Primer on Permissible Purpose – Rules of the Road Around Obtaining and Using Credit Reports

**Registration is required to access the webinar login credentials [LEARN MORE](#)**

[LEARN MORE](#)



These educational experiences are a great way to stay informed of the latest industry trends

# MEMBER BENEFIT PROGRAM

## Ask to Answer



All employees at a member company are eligible to take advantage of member benefits

[LEARN MORE](#)

The Ask to Answer Forums are specialty networking groups that focus on relevant topics with a broad influence across the industry. 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. There is no registration fee – this is a member benefit program.

### **OPERATIONS+:**

**November 9, 2022**

Explores in-depth trends, research, and information with other industry professionals on topics that cover the entire lifecycle of the loan origination process.

### **ORIGINATIONS+:**

**December 7, 2022**

Explores 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.

The Forum committees have thoughtfully curated an agenda that will include a mixture of a speaker presentation along with a member exchange dedicated to open dialogue.

**Members can participate in one or both Ask to Answer Forums.**

**[REGISTER TODAY](#)**



## Annual Non-Prime Automotive Financing Survey Report

The National Automotive Finance (NAF) Association and the American Financial Services Association (AFSA) partnered once again this year to present the 2022 Non-Prime Automotive Financing Survey. The 2022 report represents 35 financing sources focused primarily on the U.S. market with a broad portfolio and organization size, market, tenure, and automation level. Equifax and Black Book are to be commended for their contribution of industry credit data to ensure the study is even more valuable for the participants and the industry in general. Additionally, i2A Analytics did exceptional work in administering the study and managing the survey results.

The 2022 Non-Prime Automotive Financing Survey is available to Associate members of the NAF Association and AFSA's Business Partner members for \$250. All others may purchase the survey for \$500.

**Visit our website to order your copy or contact [Diane Merino](#), Director of Business Development. [ORDER FORM](#)**



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

*Where the non-prime auto finance industry meets*

### Save the Date!

The 27th Annual Non-Prime Auto Financing Conference is June 7 – 9, 2023 in Plano, Texas. Planning is already underway, and this premier annual event will be back bigger and better than ever. Mark your calendars now and visit our website to sign up to be notified when registration officially opens.

### [NOTIFY ME](#)



### Seeking Skilled Speakers

The NAF Association's call for presenters 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 interested in experienced live conference speakers and skilled virtual presenters on engaging topics for online educational offerings.

### [SUBMIT YOUR PROPOSAL](#)

# Compliance Education for Your Company

The Association takes great pride in offering education programs for our members to benefit from. Here are three great reasons to use these programs.

## 1. Improves Employee Performance

Studies show that providing your compliance employees with the information they need to perform their duties will have a positive impact on your business. The education they gain enables them to provide higher-quality work with a faster response.

## 2. Eliminate Weaknesses

Compliance training programs strengthen the skills that employees need to improve. Providing the necessary training creates a competent staff with employees who can take over for one another as needed.

## 3. Consistency brings in uniformity and an increase in revenues

Trained employees can work consistently at all levels, no matter where they are in the hierarchy. It brings unity and cohesion within the organization and contributes to the overall increase in productivity.

Plus -- A major element of a compliance management system is ensuring that each employee has appropriate training to effectively complete their duties. This means



that all employees should receive some level of compliance training. Management and staff should receive training that reinforces and helps implement the financial institution's written policies and procedures.

### TAKE ADVANTAGE OF THESE VALUABLE RESOURCES:

**Front-Line Staff Certificates** – The certificates are not only for the front-line staff, but they are great for providing management teams with basic education on the laws and regulations.

**Compliance Professional Certification** –this program provides a solid working knowledge of the federal laws and regulations governing consumer credit for the compliance professional.

**Compliance Roundtable Program** – a continuing education program to keep those holding the Compliance Professional Certification in good standing through peer-to-peer learning.

**[VISIT US](#) for registration and program details.**

STRUCTURED WAREHOUSE FINANCE

## Lending to Lenders



### Here, your success comes first.

Park National Bank clients can receive revolving/re-discount lines of credit from \$5-46 million. We can also arrange larger facilities.

### Why Park?

- Competitive rates
- Advance rate tailored to the performance of your portfolio and your needs
- Revolving lines of credit from \$5-46 million, with the ability to arrange larger facilities
- Serving the contiguous 48 states

Park is well-recognized in the industry and regularly ranks as a Special Finance top 175 participant listed by *SubPrime Auto Finance News*.

Our clients are national in scope and typically closely-held corporations. While other finance organizations may offer similar products, the difference you receive with Park is flexibility and responsiveness. Each client receives a program designed to meet their specific needs. You can count on our combination of knowledge, experience, and customer focus to secure a loan with the appropriate structure.

Call 614-228-9021 or learn more at [parknationalbank.com/business/borrow/line-of-credit/structured-warehouse](http://parknationalbank.com/business/borrow/line-of-credit/structured-warehouse)



[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