



14th Annual Below-Prime Credit Auto Financing Conference

June 2-4, 2010

Renaissance Worthington Hotel, Fort Worth

Learn From The Below-Prime Credit Experts

Grand Corporate Sponsor



Join your colleagues at the only conference dedicated entirely to the below-prime auto finance market. You will learn from the below-prime credit experts.

Corporate Sponsors



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



The program is designed to help attendees handle the concerns and challenges of today's economy. Focus is on strategies to help the below-prime auto finance industry survive and thrive.



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

Golf Sponsors



van Wagonen Financial Services, Inc.



Register on-line now at www.nafassociation.com. You can also register for the golf event the morning of June 2nd. You will find a link there to the hotel to make your room reservation too, or call the hotel at 800-468-3571. Reserve your room by May 24th for special conference rate, \$179 plus tax, and be sure to reference NAF Annual Meeting.



NAF Association is grateful to sponsors and exhibitors. Their support makes the conference possible. Sponsorship opportunities and exhibit space are available.

NAF Association • 7250 Parkway Drive, Suite 510 • Hanover, MD 21076
410-712-4036 • www.nafassociation.com

Agenda

Wednesday, June 2

8:00 am - 2:30 pm **GOLF, Sponsored by van Wagenen, Fiserv and TransUnion**

11:00 am - 3:00 pm **EXHIBITOR SET-UP**

2:30 - 4:00 pm **BOARD OF DIRECTORS MEETING**

4:00 - 5:00 pm **WORKSHOP: HOW THE ABS MARKET IS WORKING**

Moderator: **Marguerite Watanabe**, Connections Insights, LLC

Panel: **Lain Gutierrez** and **Chris D'Onofrio**, Cold Street Partners, LLC

What should you be thinking about if you plan to raise capital in the asset-backed securities market? Industry experts with a combined 25+ years experience in structured finance covering both consumer and commercial asset classes will share their insights on issues facing originators in the market. How does the ABS market landscape look today? Hear from experts and your peers about general requirements necessary for accessing the ABS market and who is active in the securitization market today: insurance companies, bank lenders and investment/hedge funds. More importantly, learn how the landscape has changed since the market disruption, and how to position yourself to access this market.

4:00 - 7:00 pm **REGISTRATION**

5:30 - 7:00 pm **RECEPTION WITH EXHIBITORS, Sponsored by Regional Acceptance Corporation**

Thursday, June 3

7:00 - 7:45 am **BREAKFAST AND REGISTRATION, Sponsored by Wolters Kluwer**

7:45 - 8:30 am **OPENING REMARKS AND MEMBERS MEETING**

Jack Tracey, NAF Association Executive Director, and **Marguerite Watanabe**, Connections Insights, LLC and NAF Association President

8:30 - 9:15 am **KEYNOTE ADDRESS: STATE OF THE BELOW PRIME INDUSTRY**

Dan Berce, CEO, AmeriCredit

Dan Berce will relate the events at AmeriCredit over the past two years and how they have influenced what the company is today. He will provide a perspective on where the non-prime auto financing industry is heading and important reflections on what the industry needs to do to stay healthy.

9:15 - 10:00 am **AUTO LOAN ASSET-BACKED SECURITIES UPDATE**

Amy Martin, Standard & Poor's

Amy Martin will update us on recent developments and trends in the auto loan asset-backed securities (ABS) market. Topics will include:

- Issuance volume and pricing spreads
- Life after TALF (Term Asset-Backed Securities Loan Facility)
- Collateral and ratings performance
- Standard & Poor's outlook for the auto loan ABS market

10:00 - 10:15 am **BREAK, Sponsored by NADA Used Car Guide**

10:15 - 11:00 am **NOW THAT IT'S BEEN REPOSSESSED: REMARKETING METHODOLOGIES USED TO MAXIMIZE RETURN**

Moderator: **Lou Loquasto**, Black Book

Panel: **Dan Heinrich**, AmeriCredit; **Vikas Agrawal**, Capital One Auto Finance; and **D. Bruce Williams**, Chase Auto Finance Corp.

Hear from some of the industry's leading consignors as they discuss the current wholesale marketplace, the use of upstream selling techniques, the internet, reconditioning, certification, and the future of vehicle remarketing in a global marketplace.

Thursday, June 3, Continued

- 11:00 am - noon **ENERGIZING YOUR EMPLOYEES**
Dr. Kenneth Cooper, Cooper Corporate Solutions
- Physical fitness is good business for both the company and the employee. On innumerable occasions it has been shown that the following can occur if a company becomes involved in a worksite wellness program:
- reduced cost of health care
 - reduced absenteeism due to disease
 - increased work productivity
 - help for the corporation in recruiting the best employees in the marketplace
 - reduced turnover among employees
- These topics, along with others, will provide the attendee with information and motivation to consider a worksite wellness program for your company and to motivate the top executives in a corporation to “lead the way.”
- noon - 1:15 pm **LUNCH**
- 1:15 - 2:00 pm **AUTO INDUSTRY OUTLOOK**
Thomas King, Senior Director, J.D. Power and Associates
- This presentation will describe how demand for new vehicles is expected to change in coming years. It will also illustrate how the profile of new vehicle buyers is changing as the auto industry continues its recovery.
- 2:00 - 3:00 pm **BELOW-PRIME DEALER TRENDS**
Moderator: **Elizabeth Webb**, Global One Partners LLC
Panelists: **Kurt Hornung**, AutoNation; **Jeff Enright**, MP/GM at Park Cities Ford; and **Tony Pack**, Vice President and Secretary, Sam Pack Auto Group
- A panel of three dealership principals who specialize in below-prime financing will discuss the challenges they are facing, the direction their industry is moving and their expectations from financing sources.
- 3:00 - 3:15 pm **BREAK**
- 3:15 - 3:45 pm **NAF ASSOCIATION BELOW-PRIME AUTOMOTIVE FINANCING SURVEY RESULTS**
BELOW PRIME INDUSTRY TRENDS
Rich Apicella, BenchMark Consulting International
- An overview of findings in the NAF Association’s 2010 Below-Prime Auto Financing Survey. Survey reports will be available to all NAF Association members. Non-members are welcome to attend this event.
- 3:45 - 5:15 pm **LEGAL AND REGULATORY ISSUES**
Moderator: **Eric Johnson**, Phillips Murrah P.C.
Panelists: **Michael Benoit**, Hudson Cook, LLP; **Mark Edelman**, McGlinchey Stafford PLLC; **Larry Young**, HughesWattersAskanase; **Chip Zivoloski**, Wolters Kluwer Financial Services; and **Steve Levine**, Southside Financial Group
- Federal legislative update/outlook
 - Red Flags update
 - Risk based pricing notices
 - New privacy notices
 - Legal developments from in-house counsel perspective
 - Texas document fee increases/open records request
- 5:30 - 7:00 pm **RECEPTION WITH EXHIBITORS**

Friday, June 4

7:00 - 8:00 am	BREAKFAST
8:00 - 8:15 am	OPENING REMARKS NAF Association President Elect and Chairman and CEO First Investors Financial Services, Tommy Moore , and Jack Tracey
8:15 - 9:15 am	USED VEHICLE PRICING TRENDS Tom Webb , Manheim <p>In 2009, a shortage of used vehicles in the wholesale market and the dealer's need to increase efficiency accelerated the shifts to online buying and selling. This supply/demand dynamic also resulted in a surge in wholesale used vehicle values and, thus, an improvement in recovery rates.</p> <p>This session will explore how these trends will influence future remarketing practices, originations and recovery rates.</p>
9:15 - 10:00 am	DEALER/LENDER CHALLENGES AND OPPORTUNITIES Andy Koblenz , NADA <p>Where has the auto financing industry been over the past year and where is it going? The chief legal counsel for the National Auto Dealers Association will discuss governmental intervention to stabilize credit markets (TALF & SBA), results from the "Cash for Clunkers" program, dealer rights and the arbitration process, as well as, pending and potential legislation developments.</p>
10:00 - 10:30 am	Break, <i>Sponsored by CounselorLibrary.com</i>
10:30 - 11:15 am	EFFECTIVENESS OF GPS TRACKING AND STARTER INTERRUPT DEVICES ON PORTFOLIO PERFORMANCE Ken Shilson , NABD <p>This session will explore findings from the study of the impact of starter interrupt and GPS devices on below prime auto portfolio default rates and bad debt losses. The study conducted by Subprime Analytics included more than 80,000 originations which utilize the devices. Find out which technology more positively affects delinquencies and collection costs and which reduces recoveries. What are the effects when starter interrupt and GPS technologies are combined? This interesting presentation will provide an insightful view of the future of below prime financing.</p>
11:15 am - noon	AUTOMOTIVE FRAUD SCHEMES IN THE NEW DECADE Don Freese , Supervisory Special Agent, FBI <p>An overview of historical and developing fraud schemes that target the automotive finance sector:</p> <ul style="list-style-type: none">• Terrorist financing and money laundering through the used automotive market or import/export of stolen autos• Identity theft• Foreign transaction theft: cyber fraud using Craigslist and Ebay• Fraud rings working to corrupt dealership insiders <p>This presentation is designed to provide a broad overview of these fraud schemes with the goal of stimulating questions from the finance community at large; ultimately to gain a better understanding of how the FBI targets perpetrators of financial crimes.</p>
noon	CLOSING REMARKS Jack Tracey