

# NON-PRIME TIMES

NATIONAL AUTOMOTIVE FINANCE ASSOCIATION • 7250 Parkway Drive, Suite 510 • Hanover, MD 21076  
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JANUARY, 2007

## SIGN UP NOW FOR JANUARY 17TH WORKSHOP

Join your colleagues in January in Dallas for the workshop and learn about the issues facing NAF Association's finance company and dealer members. Panels of experts will probe four facets of the challenges that exist in today's marketplace.

Registration fee is \$149 for NAF

Association members and \$199 for non-members. Lunch will be provided. Go to [www.nafassociation.com](http://www.nafassociation.com) to register for the NAF Association Workshop.

The AmeriCredit office in Arlington is about 20 minutes from the Dallas-Fort Worth International Airport. For those

interested in overnight accommodations, contact LaQuinta Inn & Suites - Dallas Arlington South at 817-467-7756 and request the AmeriCredit rate, \$82 plus tax. Availability at this rate is limited. Go to [www.lq.com](http://www.lq.com) for rates from \$109. The hotel is 14 miles from the Dallas-Fort Worth Airport and 20 miles from Love Field.

### FINANCING IN THE EXPANDING NON-PRIME AUTO MARKET — WHAT'S HAPPENING?

8:00 to 8:15 am Opening Remarks

8:15 to 10:15 am Session 1

#### WHY FINANCE COMPANIES ARE GOING AFTER INDEPENDENTS

Panel: **David Huber**, Finance Express; **Gary Perdue**, AppOne, Inc.; and **Roland Taylor**, Wells Fargo Auto Finance

Why finance companies are going after independents - What changes have occurred in the marketplace. Why are finance companies interested in independent dealers? What are the risks? Are they worth it? What do independents provide that franchise dealerships don't?

10:15 to 10:30 am Break

10:30 am to 12 noon Session 2

#### EMERGING LEGAL ISSUES

Panel: **Eric Johnson**, Phillips, McFall, McCaffrey, McVay & Murrah, PC; **Tom Hudson**, Hudson Cook, LLP; **Mark Edelman**, McGlinchey Stafford; **Joshua Cox**, Drive Financial Services; and **Doug Johnson**, AmeriCredit Financial Services, Inc.

This panel of dealer and finance company counsel will explore new legal developments in:

- John Warner Defense Authorization Act
- Security breaches
- Firm offers of credit update
- Identity theft and other scams

- Advertising violations
- Arbitration agreements
- Online car sales
- Spot delivery
- Speed pay and doc. prep. fees
- Starter interrupt devices
- FACT Act/red flag
- State credit freezes

12 noon to 1:00 pm Lunch

1:00 to 2:30 pm Session 3

#### BEST PRACTICES FOR FINANCE COMPANIES

Panel: **Scott Collier**, Regional Acceptance; **Steve Hondros**, Flagship Financial; **Burke George**, Citi Financial Auto; and **Steve Biehl**, Triad

This session covers how the new bankruptcy law is affecting collections, what everyone is doing to combat higher delinquencies and other changes in the operational landscape.

2:30 to 3:00 pm Session 4

#### CHANGES AND TRENDS IN NON-PRIME: THE DEALERS' PERSPECTIVE

Panel: **Mike Thacker**, driversselect; and **Jeff D'Ambrosio**

A dealers perspective on recent changes in the non-prime market. What's different? What's better? What's worse? Where are the opportunities?

## ASSOCIATE MEMBER SPOTLIGHT

### VANTAGEILM IMPROVES AND SIMPLIFIES LENDING PROCESS



VantageILM, the next generation integrated management platform for lenders, was created out of an industry need for greater control and better insight in lending operations, portfolio management, and risk management. This innovative platform manages the entire life of a loan and all lender operations on one central platform and offers unparalleled management insight and business process controls.

Designed to handle all types of loans and leases, including auto, equipment,

unsecured, mortgage, and short-term, VantageILM addresses the intricacies and nuances of managing sub-, non-, and prime loans and portfolios for the entire life of the loan and the entire operations of a lender.

Unlike many of its competitors, VantageILM joins origination, servicing, collections, recovery management, asset management, document management, analytics and accounting into one platform. In addition to providing a system that simplifies workflow processes, VantageILM addresses many other issues lenders face. For example, current systems have limitations that make it difficult to get timely and accurate reports and analytics on operations and portfolio performance. VantageILM has built-in performance dashboards, a reporting

engine, and analytics for all system data points allowing users to completely grasp their entire operations, which can result in improved profitability, lower loss ratios, and more efficient operations.

VantageILM was designed by finance experts from the ground up. Built on Microsoft technology, VantageILM is flexible and highly configurable, and allows users to directly plug into the workflow a wide variety of key external data providers and systems including credit bureaus, valuation services, identity verification and payment processors, among others.

For more information about VantageILM, contact Mark Gleason at (626) 737-6880 or visit [www.vantageilm.com](http://www.vantageilm.com).

### More News

#### SCOTIABANK ACQUIRES TRAVELERS LEASING CORPORATION

Scotiabank acquired Travelers Leasing Corporation (TLC), a leading Canadian automobile financing company. Terms of the transaction, which is subject to regulatory approval, were not disclosed. "With over 50 years in the business and a national dealer finance sales network, this is an excellent opportunity to build on Scotiabank's strong position as the leading bank in automobile financing for Canadians," said Chris Hodgson, Scotiabank executive vice president. TLC

provided automobile financing to Canadians since 2001 and had \$255 million in loans under administration.

Scotiabank is one of North America's premier financial institutions and Canada's most international bank. With close to 56,000 employees, Scotiabank Group and its affiliates serve about 10 million customers in some 50 countries. Scotiabank offers a diverse range of products and services including personal, commercial, corporate and investment banking.

#### JOINT VENTURE ANNOUNCED

van Wagenen Financial Services, Inc. signed an agreement with Lee & Mason of Maryland, Inc. giving Lee & Mason exclusive sales rights for all van Wagenen's products and services. Sales forces from the two companies will be combined.

Combining our strengths will be beneficial to both companies, as well as the financial institutions we work with," said John Eckenrode, Lee & Mason president. "We have a good understanding of what financial institutions need to be successful. This new relationship offers them a broader array of risk mitigation tools to support their operations."

### REGISTER NOW!

#### FINANCING IN THE EXPANDING NON-PRIME AUTO MARKET — WHAT'S HAPPENING?

JANUARY 17, 2007, DALLAS AREA

See details on page 1 then go to the events page at [www.nafassociation.com](http://www.nafassociation.com) for on-line registration.

## EXECUTIVE DIRECTOR'S MESSAGE



Jack Tracey, CAE

The new year promises NAF Association members new topics to discuss. Only a couple of weeks into 2007, the workshop "Financing in the Expanding Non-Prime Auto Market — What's Happening?" will present topics of interest to finance companies and a session for dealer response. As always, the education committee has done its best to keep costs down to make the choice to attend an easy one. The program will take place at the AmeriCredit office in Arlington, TX, about 20 minutes from the Dallas-Fort Worth International Airport. Detailed program information can be found on the front page of this newsletter.

The 11th Annual Non-Prime Auto Financing Conference will be held at the Millennium Hotel in St. Louis June 4 to 6,

2007. The program is being developed now and will offer timely topics and industry experts as speakers and panel members. Please let me know of topics and speakers you'd like to see at this year's conference. Associate members interested in making an educational presentation are invited to submit an outline, and the conference committee will consider it.

We invite associate members to submit articles for this newsletter too, informing the membership of the products and services available to the non-prime auto industry.

Early in the new year, finance company members will receive an invitation to par-



Millennium Hotel  
St. Louis

ticipate in the annual survey. I urge all of you to do so. Each year, the information collected is analyzed and compared to previous years' data, showing industry trends. We hope all our member companies will participate this year.

Please contact me with program suggestions, questions or concerns at [jtracey@nafassociation.com](mailto:jtracey@nafassociation.com) or 800-463-8955.

Happy New Year!

### PLAN TO ATTEND

NAF ASSOCIATION'S  
11TH ANNUAL NON-PRIME  
AUTO FINANCING CONFERENCE  
JUNE 4 TO 6, 2007  
MILLENNIUM HOTEL, ST. LOUIS

***The premier non-prime auto  
financing conference!***

Check [www.nafassociation.com](http://www.nafassociation.com) often for program and registration updates.



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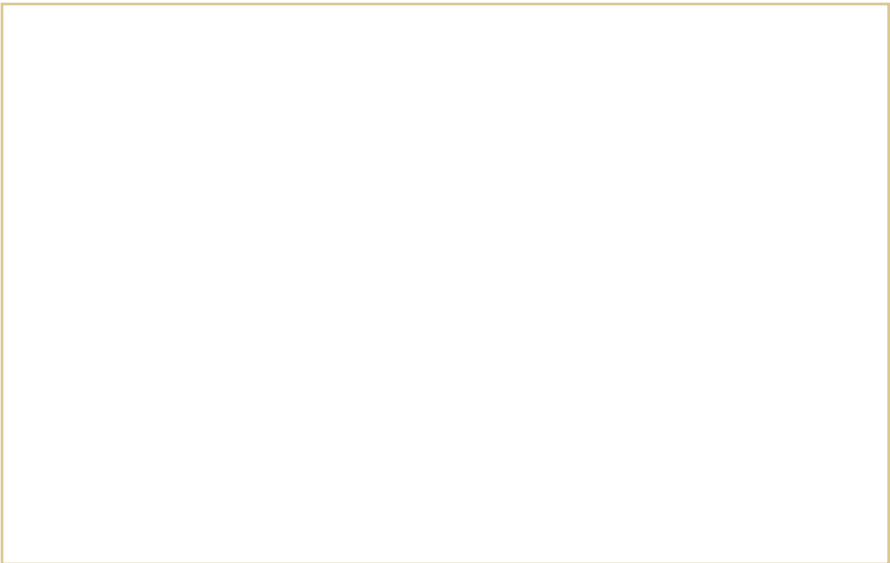
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*If you would like to contribute a newsletter article, contact us for details.*