



ELIMINATING FRAUD IN AUTO

OUR NEXT DOMAIN

JUNE 1, 2018



Where the non-prime auto finance industry meets

NAF Association – 22 years serving the non-prime auto finance industry



Join Us!

The National Automotive Finance (NAF) Association is the only forum for the exclusive benefit of the non-prime auto finance industry, addressing the challenges of sales finance companies, dealers, and third party service providers. Among the association's accomplishments to date are:

- The Annual Non-Prime Auto Financing Conference
- [Annual Non-Prime Automotive Financing Survey](#), providing the industry's only measurements of growth and changes
- [The Consumer Credit Compliance Certification Program](#)
- [Compliance Certificate Courses](#) for front line staff
- [Quarterly Compliance Roundtable](#) for Certified Compliance Professionals
- Creation and publication of standards of financial reporting
- Development of a code of responsibility for the industry
- Regional workshops



The mission continues:

- *Dodd-Frank / CFPB engagement*
- *Standards for managing 3rd party vendor risk*
- *Updating Accounting Standards*



Where the non-prime auto finance industry meets

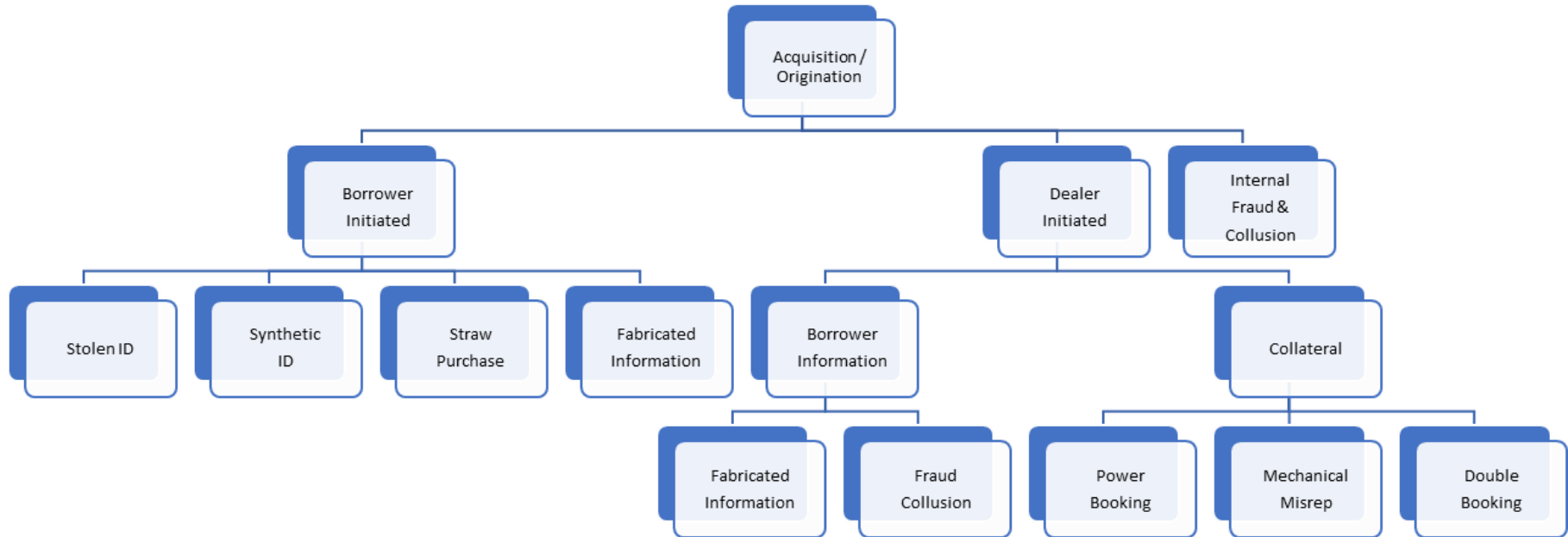
The research that went behind our examination of Fraud

4 months of research

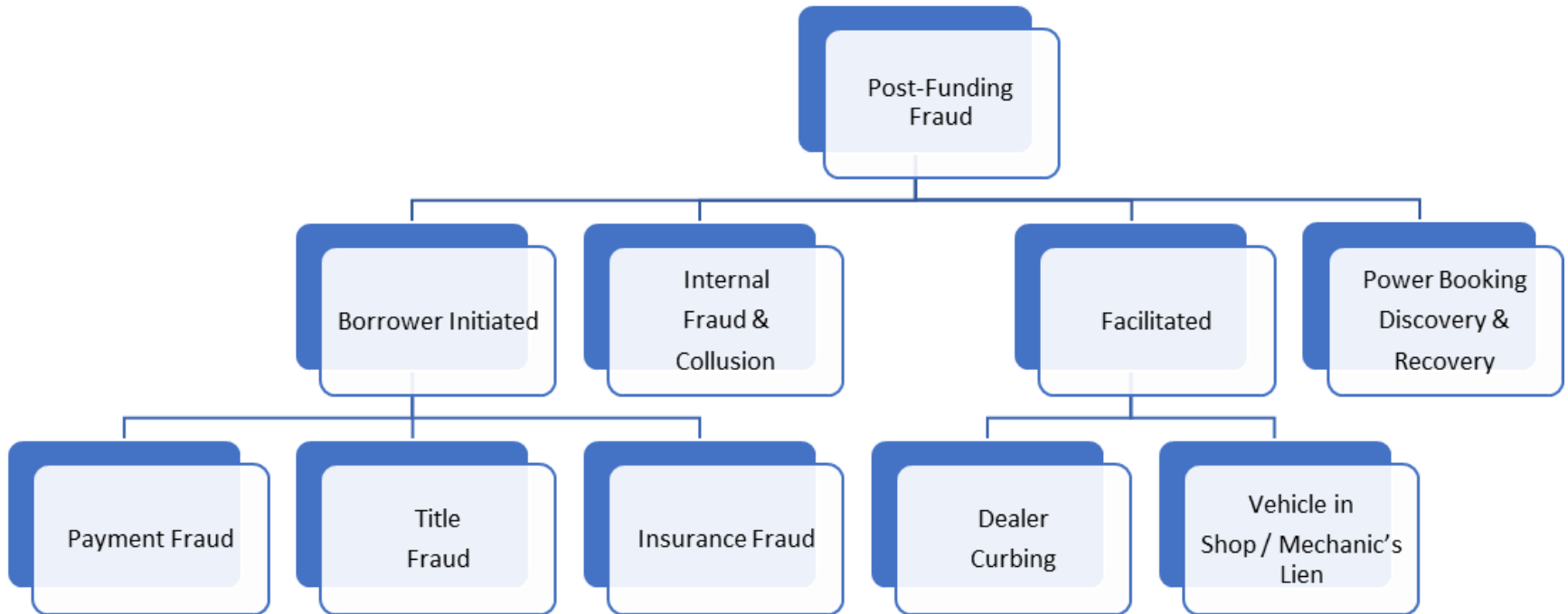
- Interviewed every expert, vendor solution we could
- Discussed with each solution, basic ideas around fraud and fraud types
- Iterative reviews with fraud experts and finance companies



Acquisition Fraud: indirect transactions introduce extra noise



Portfolio Fraud: after acquisition, the potential for fraud does not decrease



Eliminating Fraud is our Collective Mandate

- Fraud is a multi-billion dollar problem, and is going parabolic
- Aside from credit risk, risks in purchasing Retail Installment Contracts comes down to 2 things:
 1. Fraud
 2. Misalignment of Incentives

NAF has the collective power to drive real improvements in protecting consumers and the industry against FRAUD

JOIN THE FIGHT!



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