



QUARTERLY MANAGEMENT REPORT

Q2 | April 2022

REGISTRATION IS OPEN FOR THE ANNUAL NON- PRIME AUTO FINANCING CONFERENCE:

JUNE 1 – 3 IN PLANO, TX

This event is recognized as the premier non-prime auto financing conference. The Association's board and member companies develop the program content ensuring timely and relevant topics. Comprehensive programming developed for the auto financing community includes the latest technological developments, compliance issues, and refinements in fraud detection and resolution. Finance company and bank representatives at all organizational levels and auto dealer principals are encouraged to attend.

[REGISTER NOW!](#)

HELLO THERE!

Welcome to the inaugural 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.

MEET JENNIFER MARTIN: NAF ASSOCIATION'S EXECUTIVE DIRECTOR

In case you missed it, click [here](#) to read the **Non-Prime Times** article introducing NAF Association's newly appointed Executive Director. You can also tune in to the **ConsumerFi Podcast** on [Spotify](#), [Google](#) or [Apple](#), featuring Jennifer and her thoughts on the benefits of membership and what's in store at the upcoming NAF Conference. Jennifer spent her first few weeks in the role meeting with staff and Board members, listening and learning about the history and current state of the association. [Contact Jennifer](#) directly with questions or feedback.

ANNUAL SURVEY: YOUR FEEDBACK IS CRITICAL

The 2022 Non-Prime Automotive Financing Survey presented by the National Automotive Finance (NAF) Association and the American Financial Services Association (AFSA) was recently in the field. Your valuable input will produce the industry's only source of performance metrics of its kind for the non-prime auto finance marketplace. As a participant, you receive a free copy of the final report. The final report will also be presented at the annual conference.

SHARE THE VALUE OF MEMBERSHIP

If you like the benefits you receive from your membership with NAF, then spread the word and tell a friend! Over the coming months, we will be expanding current offerings and launching new initiatives to strengthen our association's value proposition. Recruiting new members and retaining current members is critical for maintaining NAF's powerful voice in the non-prime auto finance industry. Membership plays a vital role in the growth, development, and stability of an association and you, dear member, can serve as the greatest ambassador for our organization. Thank you for your active participation and engagement!



The National Automotive Finance Association is the only trade association exclusively serving the non-prime auto financing industry.



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COMPLIANCE EDUCATION

The NAF Association provides educational programs for finance company compliance management staff, stake holders involved in compliance and for those finance company employees that function in line capacities that deal directly with the public. The educational programs offer in-depth coverage of the laws and regulations that directly affect auto financing. Periodic testing to confirm understanding of material is part of each program and must be successfully completed before proceeding to graduation.

[VIEW OUR PROGRAMS!](#)



THE NAF COMPLIANCE NETWORK

NEW for 2022, an entirely self-paced format of our highly regarded [4-Module Compliance Certification program](#). In the past, students would have to wait for a scheduled Module 4 to complete the program, sometimes waiting several months. Well, wait no more! Those enrolling in the program can complete it as quickly as they choose to. We've designed this program to provide a solid working knowledge of the federal laws and regulations governing consumer credit for the compliance professional. [Compliance Roundtable Program Relunched!](#) - This program is **exclusive to our compliance certified grads** offering a peer-to-peer opportunity to collaborate to solve problems together and — with access to a group-sponsored List Serve — remain in contact between meetings. The next meeting will be an in-person meeting in Plano, Texas, on June 3rd.

Certificate programs for Front Line Staff – NAF Members Only

The [Collector](#) and [Underwriter](#) programs continue to be the most popular of the five certificates offered. Each of these offers two levels of training. Level 1 initiates the staff into the laws governing their position, and level 2 provides a refresher of the laws and new case studies to test their knowledge. A key component of a Compliance Management System is having staff who are trained. Is your staff fully trained?

GROWTH... AND GOLF!

This is an exciting and busy time of year for the association. We have had 14 new companies join since the start of 2022 and have identified several other companies as strong prospects. It's also conference planning season which means we are in full swing developing the conference program, securing sponsors and exhibitors, and ensuring we deliver a thoughtful but fun event. We aim to provide our member companies with a venue where they can network and have plenty of opportunity to learn and share their knowledge with other industry professionals. Also, our golf event is back! We tee off the morning of June 1st. Whether you are a scratch golfer or just learning, this is a great time to get some time outside and hit the links. For more information on conference registration and the golf event [click here!](#) See you in Plano.

Welcome to our newest members!

ACT Finance - Automotive Consulting Team, Brock & Scott PLLC, Car Spot Financial Services, Franklin Service Inc., Insuperity, NAFCO Inc., Neo, Palinode, Park National Bank, RepoSystems, Seidberg Law Offices, P.C., Solifi, TCS Motors, Inc DBA: Toyota of Greenwich, & TruDecision



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BRAND-NEW OPPORTUNITY!

Guess what? Your company could be featured in a Member Spotlight. A dedicated section of this newsletter could be reserved especially for you to show off your awesome company!

But wait, there's more! In addition to your company profile, you have the option to include up to a quarter page ad or graphic, plus get a company mention and website link in the body of the email. This newsletter is sent to the entire NAF Association membership and posted on the NAF Association website.

Interested in learning more? Email [Diane Merino](mailto:Diane.Merino@naf.org) or call (717) 676-1533 to reserve your spot in a future edition today.



WE APPRECIATE OUR VOLUNTEER LEADERSHIP



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

[Diane Merino](#), Director of Business Development

[Cindy Sly](#), Director of Member Services

[Mary Ellen Tracey](#), Associate Director