

SubPrime

AUTO FINANCE NEWS

NABD Slated to Bring Dealers, Vendors Together for Underwriting, Collections Conference

HOUSTON — The National Alliance of Buy-Here, Pay-Here Dealers announced that it will hold its second annual training conference covering Underwriting & Collections at the Hilton Houston North on Nov. 2 to 4.

More than 600 attendees are expected to attend the three-day event, which will focus on two important elements of buy-here, pay-here operations.

Ken Shilson, CPA and founder of NABD, indicated that an outstanding group of speakers, sponsors and operators has been assembled for the show.

Compliance and skip tracing are topics which will also be included in the program.

“You can’t afford to make legal or regulatory mistakes which can cost you millions of dollars. Knowledge of the laws and compliance is an important first step,” Shilson said.

“This year we will have a more extensive session on regulatory and compliance matters featuring nationally recognized attorney Tom Hudson. In addition, we will have a bankruptcy expert explain how to navigate the new bankruptcy laws.

ing. The sessions will conclude on Tuesday afternoon to facilitate return travel.

Basically, this conference is designed for those who are new to the business and those interested in improving their collection and underwriting systems and processes.

“This training will make you more successful, no matter how much time or how little BHPH experience you have,” Shilson stated. “The expertise of our speakers will benefit everyone.”

The speakers’ list includes Jay Rose, national automotive trainer and consultant, and Paul DeSaulniers, director of credit decisioning at LexisNexis, who were recently added.

Other nationally recognized presenters include: Rick Potter, president, CAR Financial Services; Hudson and Tom Buiteweg, attorneys for Hudson Cook; Ron Brown, president and general manager of CSI Asset Recovery Group; PJ Turner, vice president of CNAC (J.D. Byrider), who conducts collection training; and many others.

The program will also feature a “sold out” exhibit hall with all the latest technology, products and services to help operators increase cash flow.

Shilson went on to indicate that some of the presentations will focus on where to find the capital needed to grow operations.

“This program is for those who are planning to get into the buy-here, pay-here business and those who want to become more profitable,” he highlighted.

To register or get more information, visit the NABD Web site at www.bhphinfo.com, or call (713) 290-8171.

“You can’t afford to make legal or regulatory mistakes which can cost you millions of dollars. Knowledge of the laws and compliance is an important first step.”

— Ken Shilson, NABD

“Last year attendees and exhibitors really enjoyed participating in this event. This conference offers advanced training on underwriting and collections,” Shilson explained.

“The program features role playing and other interactive training techniques to help attendees become more successful. The sessions will cover the entire spectrum from taking an application to closing the deal to collecting payments legally and more efficiently. We have added several new speakers this year, including some of the nation’s best operators. Attendees will learn from operators who are actually in the business and not just from consultants,” he continued.

These sessions will be interactive, so attendees can ask questions. Skip-tracing techniques are particularly important in the current economic environment where operators must fight for every consumer dollar,” he added.

The general education sessions will feature a single track, and all presentations will include an operator’s perspective. Workshops will include subjects such as payment devices, dealer management software, add-on products, reinsurance and raising capital.

The program includes two receptions and a luncheon with exhibitors for network-