



LEADERSHIP Unplugged

MARCH 7 - 9 | PHOENIX, AZ

New Sessions Added Daily

AUTO FINANCE FORUM

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Monday, March 07, 2016

2:45 PM - 3:55 PM

Location:
Grand Sonoran G

Keynote Address: Leadership Unplugged and Auto Finance

Sandy Schwartz is president of Cox Automotive, a global company that includes Manheim Auto Auctions, Autotrader, Kelley Blue Book, and Dealertrack as well as a suite of companies covering a range of industry needs including finance & insurance, titling, inventory management, websites, and fixed operations. Today, Cox Automotive touches three out of every four cars sold in the U.S. and Canada. Mr. Schwartz will share his experiences as a leader bringing together all of these capabilities and 30,000 people into a cohesive team that aims to change the way the world buys, sells and owns cars.

Speaker(s):

Sandy Schwartz, *President, Cox Automotive Group*

4:00 PM - 5:00 PM

Location:
Grand Sonoran G

Driven to Digitize: The Power of Technology in Auto Lending

From loan originations to funding and servicing, technology is accelerating the automation and standardization of the auto finance industry. Without a digital focus, you'll be left behind. Join this session to explore where technology is going and to better understand the environment inside auto lending and learn how technology's power can help you realize operational savings, while improving compliance and bottom-line results.

Speaker(s):

Georgine Muntz, *Chief Financial Officer*, defiSolutions

Tuesday, March 08, 2016

10:10 AM - 11:10 AM

Location:
Grand Sonoran G

Keynote Address: Diversity and Leadership

Damon Lester, President of the National Association of Minority Automobile Dealers, is an advocate for diversity and inclusion in all aspects of the automotive industry. Hear his thoughts on minority-owned leadership.

Speaker(s):

Damon Lester, *President*, National Association of Minority Automobile Dealers

11:40 AM - 12:40 PM

Location:
Grand Sonoran G

Aftermarket Products

This session will showcase what insurance providers do and why aftermarket products are valuable to the consumer and the lender. We will also review research detailing auto dealer benchmarking data, including penetration numbers, claim statistics on warranty and GAP, and evaluations of different products on the market today.

Speaker(s):

Scott Gagne, *Regional Finance and Insurance Manager*, Great Lakes Region, Zurich
Marie Knight, *Vice President*, Strategic Relationships, Zurich

2:40 PM - 3:40 PM

Location:
Grand Sonoran G

Increasing Dealer and Consumer Satisfaction in Auto Lending

This session will provide insights into the JD Power dealer and consumer financing studies. Topics will include characteristics of higher performing lender providers, KPIs and best practices and technologies employed. Attendees will see origination trends in loan and lease via the PIN transactional database and include examples such as term, pricing trends, LTVs and data looking at the FICO mix of originations.

Speaker(s):

Michael Buckingham, *Senior Director, Auto Finance*, J.D. Power and Associates

4:15 PM - 5:15 PM

Location:
Grand Sonoran G

Mark Up and Beyond: Auto Finance Issues in Fair Lending

In recent years, traditional approaches to indirect financing and auto dealer compensation have been scrutinized by examiners and resulted in multiple enforcement actions. Beyond the mark up itself, other aspects of the dealer's relationship with the consumer may trigger fair and responsible banking concerns for the lender. Join our expert panel as they discuss the evolution of consent orders, evaluate compliance risks, and share perspectives on how to keep up with the complex set of circumstances.

Speaker(s):

Michael Benoit, *Partner*, Hudson Cook, LLP

Patricia Hartsfield-Davis, *Senior Vice President, Consumer Practices Compliance*, Fifth Third Bank

Kenneth Rojc, *Partner*, Nisen & Elliott, LLC

Moderator: Kate Larson, *Regulatory Counsel*, Consumer Bankers Association

Wednesday, March 09, 2016

7:50 AM - 8:50 AM

Location:
Grand Sonoran G

Dealers and Lenders Responding to Market Evolution

Hear our panel of experts discuss how the relationship between dealers and lenders has changed in light of recent consent orders and increased regulatory scrutiny. In this evolving auto environment, join us to learn how to adapt and what to expect going forward.

Speaker(s):

Andrew Koblenz, *Executive Vice President, Legal & Regulatory Affairs & General Counsel*, National Automobile Dealers Association

Wes Lutz, *Extreme Dodge Chrysler Jeep Ram*

Richard Porrello, *Executive Vice President, Auto Finance Group Director*, Huntington Bank

Moderator: Jean Noonan, *Partner*, Hudson Cook, LLP

9:00 AM - 10:00 AM

Location:
Grand Sonoran G

Remodeling the Marketplace: A Look at New, Used and Leased Autos

Currently, one in every three new cars is leased. Join us to learn how this phenomena will impact used car values, what will happen to off-lease vehicles and hear an economic update on the vehicle remarketing industry.

Speaker(s):

Tom Kontos, *Executive Vice President & Chief Economist*, ADESA Corporation
