

AMERICAN FINANCIAL SERVICES ASSOCIATION
10TH AFSA VEHICLE FINANCE CONFERENCE & EXPOSITION



AFSA EDUCATION
FOUNDATION
Brightening Your Financial Horizon



*Sponsored by the AFSA Vehicle Finance Division
and AFSA Education Foundation
Prior to the 89th NADA Convention & Exposition*



ALIGNING INDUSTRY GOALS



FEBRUARY 8-10, 2006

WALT DISNEY'S YACHT CLUB RESORT • LAKE BUENA VISTA, FLORIDA

HELD PRIOR TO THE 89TH NADA CONVENTION AND EXPOSITION

ALIGNING INDUSTRY GOALS

MEET leaders from the vehicle and finance industry, NADA, and industry experts who will discuss vital issues impacting the vehicle finance industry.

FIND OUT how AFSA and other organizations are working together to increase public understanding of the benefits of dealership financing.

RECEIVE “Straight” talk from auto dealers on what finance companies are doing right — and not so right — to meet their needs.

LEARN about the most critical legal and legislative issues impacting vehicle finance — and the industry’s response.

UNDERSTAND how new technologies are changing the future of vehicle financing and what’s on the horizon.

FIND OUT what the latest research reveals about consumer attitudes toward automotive financing

AFSA VEHICLE FINANCE DIVISION ADVISORY BOARD

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Donald S. Gottwald
Group Director/Chief Marketing Officer
HSBC AUTO FINANCE

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Corporate Manager, Treasury
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Marguerite Watanabe
Practice Manager, Auto Finance
BENCHMARK CONSULTING INTERNATIONAL

ALIGNING INDUSTRY GOALS

JOIN US! BE PART OF A PROACTIVE PROCESS TO DRIVE THE INDUSTRY'S FUTURE

If you liked AFSA's 2005 Vehicle Finance Conference & Exposition, then you won't want to miss the 2006 meeting! Held once again prior to NADA's Convention & Exposition, it promises to be a "must-attend" event for executives who work in — or want to do business with — the vehicle finance industry! During this conference you will have opportunities to participate in thought-provoking discussions with key industry leaders on the industry's most pressing issues. Learn important facts about AFSA's initiatives to help your company continue to operate in a fair marketplace.

WHO SHOULD ATTEND

- > Vehicle finance/leasing CEOs and senior executives
- > Attorneys and General Counsels
- > Dealers (special discounted registration fee for NADA members)
- > Industry Suppliers and Business Partners
- > E-Commerce, Marketing, Operations, and Public Relations Executives
- > Public Policy, State and Federal Government Affairs Executives

THIS CONFERENCE IS OPEN TO AFSA MEMBERS AND NON-MEMBERS.

For information about becoming an Active (auto finance company) member and receiving a registration fee discount coupon, call Sheilah Harrison, at (202) 466-8602 or e-mail sharrison@afsamail.org.



ABOUT AFSA AND THE VEHICLE FINANCE DIVISION

AFSA is the national trade association representing the consumer credit and finance industry. The Vehicle Finance Division was created for active and associate members having a significant interest in the financing and leasing of new and pre-owned vehicles to consumers. Members include: captive vehicle finance companies; diversified financial services companies providing financing and leasing of all makes and models; finance companies specializing in prime, near prime, and subprime auto finance; and suppliers to the industry. Division members will benefit from the exchange of information and the ability to help define and coordinate AFSA's legal and legislative strategy and special industry projects affecting their business.

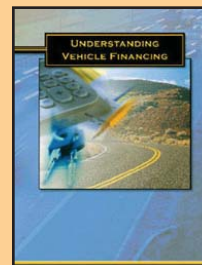


AFSA EDUCATION
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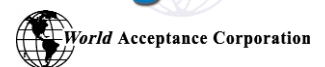
THE AFSA EDUCATION FOUNDATION

The AFSA Education Foundation, an affiliate of the American Financial Services Association has as its mission to help consumers realize the benefits of responsible money management, understand the credit process, and seek help if credit problems occur.

As a by-product of the research sponsored by the foundation, AFSA gains invaluable data for legislative issues and other concerns as they surface. In 2003, AFSA developed a brochure on *Understanding Vehicle Financing* jointly with NADA and in cooperation with the FTC.



THANK YOU SPONSORS!



PROGRAM AT A GLANCE

WEDNESDAY, FEBRUARY 8

9:00 a.m. - 7:00 p.m.
AFSA REGISTRATION DESK

10:00 a.m. - noon
**VEHICLE FINANCE DIVISION
ADVISORY BOARD MEETING**
(By invitation)

noon - 1:30 p.m.
**WELCOME TO DISNEY LUNCHEON
WITH OPENING OF THE EXPOSITION**

1:45 p.m. - 3:00 p.m.
OPENING GENERAL SESSION

Welcoming Remarks:

Division Chairman

Donald C. Gottwald, Group Director/
Chief Marketing Officer, HSBC Auto Finance

AFSA/Industry Update:

Thomas B. Hallman, AFSA Chairman
and Vice Chairman, Specialty Finance,
CIT Group Inc.

AMERICAN POLITICS 2006

Opening Speaker:

Michael Barone, Political Columnist and
Senior Writer for U.S. News & World
Report currently writes the "On Politics"
column. Barone is also a contributor to
the Fox News Channel.

3:00 p.m. - 3:30 p.m.
BREAK WITH EXHIBITORS

3:30 p.m. - 4:30 p.m.
**ALIGNING WITH THE CONSUMER
MINDSET**

**YANKELOVICH FINANCIAL SERVICES
INDUSTRY REPORT**

Speaker:

J. Walker Smith, Ph.D.
President, Yankelovich, Inc.

4:45 p.m. - 5:30 p.m.
**ALIGNING WITH NEW TECHNOLOGIES
TO REDUCE COSTS, STREAMLINE
OPERATIONS AND IMPROVE
CUSTOMER AND DEALER SATISFACTION**

Moderator:

Marguerite Watanabe, Practice Manager,
Auto Finance, Benchmark Consulting
International

(continued on next column)

WED., FEBRUARY 8 (CONT'D)

Speakers:

Bryan Caporlette
CTO & COO, eOriginal, Inc.

Jeffrey Edwards

Vice President - Operations & Remarketing,
Nissan Motor Acceptance Corporation

Pete Kenning

President, Cedar Documents Technologies

5:30 p.m. - 7:00 p.m.
RECEPTION WITH EXHIBITORS

7:00 p.m.
FREE EVENING FOR ENTERTAINMENT

THURSDAY, FEBRUARY 9

7:30 a.m. - 7:00 p.m.
AFSA REGISTRATION DESK

8:00 a.m. - 9:00 a.m.
BREAKFAST WITH EXHIBITORS

9:00 a.m. - 10:00 a.m.
ALIGNING WITH DEALERS

Led by **Dennis McCuiston**, Host, McCuiston
Programs, PBS, NADA officers will discuss
the current state of financing for both new
and pre-owned vehicles.

Panelists:

William Bradshaw, NADA 2006 Chairman

Dale Willey, NADA 2006 Vice Chairman

William Underriner, NADA 2006 Treasurer

William Willis, NADA 2005 Dealer

Operations Chairman

10:00 a.m. - 10:30 a.m.
BREAK WITH EXHIBITORS

10:30 a.m. - 11:15 a.m.
**ALIGNING WITH THE IMPORTANCE OF
CONSUMER EDUCATION**

Randy Lively, AFSA's President and CEO
will lead a discussion about the importance
and goals of AWARE, a new organization
of automotive industry leaders who have
joined together to educate consumers about
vehicle financing.

Speaker: **Eric Hoffman**, Senior Vice
President, AWARE

11:30 a.m. - 12:45 p.m.
LUNCHEON WITH EXHIBITORS

THURS., FEBRUARY 9 (CONT'D)

1:00 p.m. - 2:00 p.m.
**ALIGNING WITH CRITICAL LEGAL AND
LEGISLATIVE ISSUES AFFECTING
VEHICLE FINANCE**

Speakers:

Danielle Fagre

Vice President, State Government Affairs,
AFSA

Thomas B. Hudson

Chairman, Hudson Cook, LLP

Christopher A. Taravella, Esq.

Montgomery, Little & McGrew

(former Vice President & General Counsel,

DaimlerChrysler Services North America)

2:15 p.m. - 3:30 p.m.
ROUND TABLE DISCUSSIONS
(SELECT ONE TOPIC)

- A. Sales Management Best Practices
- B. Impact of Auto Financing Incentives
on Business
- C. Independents Best Practices Roundtable
- D. Legal Roundtable

3:30 p.m. - 4:00 p.m.
BREAK WITH EXHIBITORS

4:00 p.m. - 5:00 p.m.
**ALIGNING WITH DEALER ETHICS AND
COMPLIANCE**

Keynote Speaker:

Jeffrey C. Rachor, President & COO,

Sonic Automotive Group, Inc.

5:30 p.m. - 6:30 p.m.
RECEPTION WITH EXHIBITORS
Last chance to visit with exhibitors

6:30 p.m.
FREE EVENING

FRIDAY, FEBRUARY 10

noon - 5:00 p.m.
**AFSA EDUCATION FOUNDATION
GOLF TOURNAMENT AT HAWK'S
LANDING GOLF CLUB**
Separate fee required. See flyer.

SATURDAY, FEBRUARY 11

89TH NADA CONVENTION BEGINS

GUEST SPEAKERS



MICHAEL BARONE
Political Columnist &
Senior Writer
U.S. News & World Report
Washington, DC



WILLIAM BRADSHAW
2006 NADA Chairman
Bradshaw Automotive
Greer, SC



BRYAN CAPORLETTE
CTO & COO
eOriginal, Inc.
Baltimore, MD



JEFFREY EDWARDS
Vice President,
Operations & Remarketing
Nissan Motor
Acceptance Corporation
Torrance, CA



DANIELLE FAGRE
Vice President,
State Government Affairs
AFSA
Washington, DC



DONALD C. GOTTWALD
Group Director &
Chief Marketing Officer
HSBC Auto Finance
San Diego, CA



THOMAS B. HALLMAN
AFSA Chairman and Vice
Chairman, Specialty Finance,
CIT Group Inc.



ERIC HOFFMAN
Senior Vice President
AWARE
Washington, DC



THOMAS B. HUDSON
Chairman
Hudson Cook, LLP
Hanover, MD



PETE KENNING
President
Cedar Documents
Technologies
Atlanta, GA



RANDY LIVELY
President & CEO
American Financial
Services Association
Washington, DC



DENNIS McCUISTION
Host and Executive Producer
McCuiston Program on PBS.
Dallas, TX



JEFFREY C. RACHOR
President & COO
Sonic Automotive Group, Inc.



J. WALKER SMITH, Ph.D.
President
Yankelovich, Inc.
Chapel Hill, NC



CHRISTOPHER A. TARAVELLA, ESQ.
Montgomery, Little & McGrew
Greenwood Village, CO



WILLIAM UNDERRINER
2006 NADA Treasurer
Underriner Motors
Billings, MT



MARGUERITE WATANABE
Practice Manager, Auto Finance
BenchMark
Consulting International
Atlanta, GA



DALE WILLEY
2006 NADA Vice Chairman
Dale Willey Automotive
Lawrence, KS



WILLIAM WILLIS
2005 NADA Dealer
Operations Chairman
Willis Chevrolet
Smyrna, DE

REGISTRATION/HOTEL AIRLINE INFORMATION



**IT'S EASY TO
REGISTER!**



ON-LINE

Go to AFSA's Web site at www.afsaonline.org and click on the Online Registration section for the Vehicle Finance meeting.



BY FAX

(312) 329-9972 or
(312) 329-9513

Credit card information required for hotel deposit and registration fees.



BY MAIL

Mail enclosed registration form and payment to Travel Technology Group, 110 West Hubbard Street, Chicago, IL 60610
Phone: (800) 944-9928

Make checks payable to: AFSA/Travel Technology Group or provide credit card information (VISA, MasterCard or American Express). You may include more than one registration in the same check.



HOTEL ACCOMMODATIONS DEADLINE JANUARY 10, 2006

Reservations can ONLY be made through Travel Technology Group until **January 10, 2005**.

After this date, rooms will be on a space-available basis only through the hotel at (407) 934-7000. Discounted AFSA conference rates are \$239 single/double plus tax. A one-night deposit is required by check or credit card. Check-in is 3:00 p.m.; checkout at noon.

DEPOSIT BY CREDIT CARD: Please sign the registration form authorizing Travel Technology Group to provide your credit card information to the hotel (VISA, MasterCard or American Express). If you register by fax, do not mail the form.

CANCELLATIONS & REFUNDS

Until January 10 — Full refund

From January 11 - January 20 — \$175 penalty for delegates and \$100 for spouses.

After January 20 — No refunds (substitutions welcome)

All registration refunds will be processed after the conference

**FOR MORE INFORMATION
CONTACT AFSA BY PHONE AT (202) 296-5544
OR BY FAX AT: (202) 223-0321**

**REGULAR UPDATES WILL BE LISTED ON THE
CONFERENCE WEB SITE AT WWW.AFSAONLINE.ORG**

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(202) 296-5544

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Nancy Kasbeck
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BECOME A SPONSOR/
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