

Best Underwriting Practices

Wednesday, October 25, 2017 (9:15 – 10:00 AM)

Track Two

Junior Ballroom G

Every BHPH operator wants to regain lost market share. Good underwriting is needed to avoid mistakes made in the past. Lower down payments, lower repayments, and longer terms are not the recipe for success. During this interactive panel you will learn how credit scoring, and credit bureau and alternative credit data will help you make better decisions. Chuck Bonanno, NIADA 20 Group Director, will explain what 20 group members are doing to get the best customers and keep vehicles sold. Learn from the past losses, don't repeat them. Don't miss this session.