

## FOR IMMEDIATE RELEASE



### **National Independent Auto Dealers Association Selects EFG Companies As National F&I Corporate Partner** *-Partnership serves as national platform to increase F&I profit and compliance within the independent dealership space-*

**DALLAS, TX (January 5, 2015) The National Independent Automobile Dealers Association (NIADA) and EFG Companies, the innovator behind the award-winning Hyundai Assurance program, announced today a new strategic partnership to drive greater F&I profit opportunities for independent dealerships nationwide.**

Independent auto dealers operate in a highly fragmented F&I product market where there is an abundance of products, but a lack of relevant and consistent dealership engagement in terms of F&I training, compliance and recruiting. With almost 40 years of experience as an industry innovator of consumer and vehicle protection programs, EFG serves the independent dealer as a single-source provider for F&I products, services and administration.

"EFG Companies represents a leading force in the F&I training, compliance, and ancillary solutions market. We see a tremendous reservoir of very innovative, high impact, and leading edge F&I solutions that our member dealers need more than ever to effectively compete and ensure compliance within a very dynamic, hypercompetitive auto retail finance market," said Scott Lilja, Senior Vice President, Member Services of NIADA. "EFG Companies exemplifies at the highest level what we look for in an endorsed NIADA National Corporate Partner."

"During this time of increased compliance oversight and economic expansion, it is imperative that independent auto dealerships be equipped with the ability to drive F&I revenue in a compliant manner while increasing customer satisfaction," said John Pappanastos, President and CEO of EFG Companies. "EFG has proven that an engagement model which combines F&I and sales training, recruiting services and industry analytics drives healthy and sustainable business growth."

EFG believes business success is ultimately measured by a simple premise: keeping a promise to a customer at a time when they need it most. EFG is the only product provider whose dealer services field team is 100% AFIP certified, as well as the only product provider to be certified as a Center of Excellence by Benchmark Portal – a customer service designation that less than 10% of companies achieve. In 2014, EFG was also the only product provider awarded the Automotive Service Excellence (ASE) Blue Seal of Excellence, with EFG's claims adjusters averaging 15 years of experience.

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### **About NIADA**

The National Independent Automobile Dealers Association (NIADA), is among the nation's largest trade associations representing the used motor vehicle industry comprised of more than 38,000 licensed used car dealers. Since 1946, NIADA has represented the voice and interests of used car dealers at the federal level in Washington, D.C.. Coupled with the state association network across the country, our grass-roots framework provides a dual layer of advocacy unmatched in the used motor vehicle industry.

For 68 years, NIADA has engineered programs and leveraged technology to fulfill its mission to advance, educate and promote the independent, used car dealer. NIADA stands tall for its members who subscribe to a strict Code of Ethics of duty, honor and integrity and who believe in the advancement of small business in support of the free-market system. More information about NIADA programs and educational opportunities is available at [www.niada.com](http://www.niada.com), [www.niada.tv](http://www.niada.tv), and [www.autoconsumer.tv](http://www.autoconsumer.tv).

### **About EFG Companies**

With close to 40 years of experience serving as an industry innovator of consumer and vehicle protection programs, EFG Companies is a world-class financial services product administrator committed to the continuous development of innovative products and services with go-to-market strategies and execution support across a multitude of channels. [www.efgcompanies.com](http://www.efgcompanies.com)