

Benchmarks / Trends Update

NABD President and Founder, Ken Shilson and NIADA 20 Group Director Chuck Bonano will explain the latest trends and results in the BHPH market. Where is the competition coming from? Learn what you can do to regain your share of the subprime auto finance market. Understand the latest benchmarks which are included in this section of the workbook and compare your own results with your peers. Learn what you can do to make 2017 a better year! Ways to increase profits and cashflow. What business models work best! Why the old ways are not working like they used to! Why you need to change! Don't miss this session if you want to be more successful in the changing BHPH market of today. After the conference, you can use the information discussed in this session to evaluate your own performance.
