



# NABD 2015 National Conference

MAY 20, 2015

Benchmarks & Top 5 Industry Trends



# NABD 2015 – TOP 5

- NCM Buy Here Pay Here 20 Group Data
  - 20 Group meetings
  - Monthly data reporting
  - Dealer client industry specific surveys
  - Over \$500M in outstanding receivables
  - Over 47,000 units sold

# 1. COMPLIANCE



- Compliance officer
- CRMS
- Advertising
- Training



## 2. SUBPRIME



- Ride it out
- Chase it
- Dip down
- Take it on

## 3. INVENTORY



- Purchasing
- Reconditioning
- Mix

## 4. WEB PRESENCE



- BHPH specific website
- Leads
- SEO/SEM
- Social Networking

# 5. PORTFOLIO PERFORMANCE

- Underwriting
- CRR/LLR
- Repo/charge off analysis
- Training



# LOOKING AHEAD



- 2015 - ????
- Tax season
- Rest of '15





# ABOUT NCM<sup>®</sup> ASSOCIATES

- Pioneered the automotive 20 Group in 1947
- Provides
  - 20 Groups
  - Education
  - Consulting
  - Benchmark<sup>®</sup> Tools
  - Data Management Solutions
- 100% employee-owned and headquartered in Overland Park, KS

# THANK YOU

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**For more information:**

Visit us at booth #715

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