

# THINK LIKE AN F&I MANAGER

EFG Lender Intelligence



November,  
2015

U.S. House of Reps. passes  
"Reforming CFPB Indirect Auto  
Financing Guidance Act"



February,  
2016

\$21.9 million settlement  
with TMCC, enforcing cap  
on dealer markup



September,  
2016

\$185 million settlement with  
Wells Fargo and CFPB  
comes under investigation



October,  
2016

U.S. Court of Appeals rules  
the CFPB structure as  
unconstitutional



2017

U.S. Senate is poised to ratify  
"Reforming CFPB Indirect Auto  
Financing Guidance Act"



## CFPB – A YEAR IN REVIEW

**The CFPB isn't waiting for legislative changes to take effect and neither should you.** There's still a lot they can do between now and January, and it's always better to be prepared than to come up short during an unforeseen audit.

It has become immensely important to treat every customer as if they are a CFPB mystery shopper. **Remember, consistency is key.** Maintain processes that make compliance part of the routine in your institution and **conduct random compliance audits.**

With almost 40 years of navigating auto finance red tape, EFG Companies knows how to help lenders ensure compliance.

**Contact us today to find out how.**