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Quick Bite: May 27, 2010 Credit Union Alternatives to Predatory Car Loans

11:00 a.m. – 12:00 p.m. EST

Speaker: William Myers

Credit unions across the country are successfully implementing non-prime used auto loan programs. Some are revising their programs after a less-than-successful launch, while others are just entering this market. Sadly, given that credit unions account for only 5% of non-prime used auto loans, it becomes obvious that the majority of credit unions are not serving this market. From a survey of 250 Credit Unions, tune in to learn the seven lessons for profitable auto lending to sub-prime members.

Speaker: William Myers founded Alternatives Federal Credit Union and was its CEO through mid-2007. From its inception, Alternatives successfully focused on serving emerging markets through innovative products and partnerships. Noted innovations include a VITA tax preparation site, five youth credit union branches, small business training and lending, volunteer staffed financial planning, and Individual Development Accounts.

Location: Via Telephone (11:00 a.m. to 12:00 p.m. EST)

Educational Investment: \$109.00 per telephone connection. *Unlimited Listeners and Free Audio Archive*

******You must be registered for this session to hear the audio-recorded version and receive handouts.******

AUDIO ARCHIVE! Can't tune in today? This session will be available on-line for **30** days after activation.

To enroll, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to mzelinsky@njcul.org**. Please include Participant Name(s) and Cost to your credit union.

If you have any additional questions, please do not hesitate to contact the Education and Training Department at 609-448-2426 x100.