

FOR IMMEDIATE RELEASE



EFG Companies Recognizes Two Agents for Raising the Bar in Dealership Engagement *- Empire Dealer Services Receives Top Agent Award and Auto Method Receives Rising Star Award -*

DALLAS, TX (September 19, 2017) EFG Companies, the innovator behind the award-winning Hyundai Assurance program, recently hosted its 9th National Agent Council, honoring Empire Dealer Services with the Annual Top Agent Award and Auto Method with the Rising Star Award.



This marks the third time the Principal Owners and Founders of Empire Dealer Services, John Kane and Edward Adamson, have won the Top Agent Award. EFG Companies' Annual Top Agent Award is determined by overall product production performance, effective training, and comprehensive achievements throughout the year.

"Empire Dealer Services maintains a strong, collaborative partnership with both EFG and the agency's dealership partners," said Adam Ouart, Vice President, EFG Companies. "Through their dealer partnership model, Empire Dealer Services has delivered effective programs and training, resulting in significant year-over-year gains in average dealership PRU and product penetration for the past three years."

This is the first year for EFG to honor an agent with the Rising Star Award, which was created to recognize the achievements of those agents who make the largest strides when it comes to improving their value proposition with their dealer clients. EFG chose Auto Method because of their commitment to improving dealership operations. With EFG's active engagement, Auto Method has achieved a 38 percent average for VSC penetration, and increased appearance protection penetration by 21 percent, generating an average increase in dealership PRU of \$277.

Hosted in the spring and fall of each year, EFG's National Agent Council is designed to provide a collaborative environment in which agents can formalize their strategies to better serve their dealer clients, improve F&I performance, and increase dealer profit.

This year, EFG's premier agents from across the United States attended a four-day roundtable at the historic Hotel del Coronado in San Diego, CA, review current industry trends and challenges, share best practices and discuss new product innovation.

"The purpose behind our agent council is to ensure EFG's ongoing support for our agents' long-term business goals, said Eric Fifield, Executive Vice President, EFG Companies. "Twice a year, we meet as a group with our top agents to dissect market trends, map agent progress, and evaluate how EFG can continue to accelerate their success."

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About EFG Companies

EFG Companies drives the industry's highest-reported compliant F&I profitability through its distinct engagement model in which the company operates as an extension of the dealer's management team. EFG addresses total dealership performance, and its client satisfaction Net Promoter score is higher than national corporate leaders such as Southwest Airlines, USAA Banking and Finance, and Nordstrom. Learn more about EFG at: www.efgcompanies.com.