



FOR IMMEDIATE RELEASE

EFG Companies Enables Dealers to Achieve Greater Compliant Profitability with Common Sense Compliance®

- Compliance Platform Breaks Through Legalese with Practical, Actionable Information -

DALLAS, TX (February 22, 2017) EFG Companies, the innovator behind the award-winning Hyundai Assurance program, today announced the launch of the company's **Common Sense Compliance® platform**. The *Common Sense Compliance* platform was designed to ease the challenges facing retail automotive dealers and take the difficulty out of compliance by presenting the principles of compliance in an easy-to-understand manner, using layperson language with practical recommendations. For more information, visit <http://bit.ly/2mjbvll>.

"We are in a period of immense change, with shifting consumer demands, a technology revolution and increased compliance oversight," said John Pappanastos, President and CEO of EFG Companies. "This *Common Sense Compliance* platform better enables us to help dealers take ownership of the management of a compliant yet profitable business. At EFG, we pride ourselves in advancing the industry through our client engagement model. This platform marks another step towards achieving that goal."

The *Common Sense Compliance* platform consists of three primary components:

1. Monthly podcasts featuring EFG's AFIP- and NAF-certified Vice President of Compliance, Steve Roennau, hosting discussions with industry experts, dealership principals, general managers, and F&I managers on immediate, simple steps that dealers can take to significantly impact their compliance standards.
2. A video series with short, informational clips that dealers can share with their teams to make their compliance efforts more effective.
3. An ongoing compliance initiative for EFG clients that includes in-depth training, dealership assessments, and performance analysis.

"Regardless of what happens with the current presidential administration and the Consumer Financial Protection Bureau, dealers wade through a myriad of regulations spanning both the state and federal levels," said Roennau. "Compliance is not going away. So, we're making it much more digestible, with an actionable, clear, and inexpensive method that focuses on enhancing customer service levels, streamlining operations, and positively influencing future profitability in a compliant manner."

The first episodes of the video series are available on the EFG YouTube Channel at <http://bit.ly/2iGpymU>. The first podcast will air on March 22, 2017, at 10 am CST. For more information on EFG's upcoming podcasts and video series, please visit our website at <http://bit.ly/2mjbvll>.

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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.