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## Our Function

AFIP is committed to serving the needs of the automotive finance industry at every level.

### Education

AFIP is the sanctioning body for the F&I trade in the United States, Canada and Europe. The AFIP Certification Course is recommended by NADA and NIADA and supported by select metropolitan and state dealer associations.

### Personal Accountability

Certification candidates must pledge in writing to abide by the association's code of conduct. The code holds the F&I practitioner personally accountable for his or her actions in the course of dealing with customers, lenders and vendors. Practitioners not abiding by the AFIP Code of Ethics are rogue employees and not representative of a dealer's way of doing business. In its twenty-year history, only one AFIP Certified F&I professional has ever been reported for getting his dealership into a legal bind.

### Representation

AFIP continues to provide expert witness and dispute resolution services<sup>1</sup> to the dealer community and F&I-oriented firms.

The income generated from Industry Member dues fund AFIP's advocacy projects. AFIP has obtained official letters of opinion from regulatory bodies in favor of dealers, successfully negotiated resolutions to contentious disagreements between various factions of the industry *out of court*, and provided lobbying efforts to prevent damaging legislation.

### Communication

AFIP communicates with its constituency through our website and email newsletter (sign up at [www.afip.com](http://www.afip.com)). Additionally, *F&I Management & Technology*, our endorsed monthly publication, provides industry insight and news on a monthly basis.

*AFIP is a 501(c)(3) nonprofit educational foundation.*

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<sup>1</sup> Expert witness and dispute resolution services provided as consultation service by AFIP Executive Director David Robertson. Fees apply.

## **Our Mission**

The Association of Finance & Insurance Professionals has a threefold mission – to give a voice to the F&I practitioner; to support the companies that serve the F&I function; and to protect the interests of the F&I profession, F&I professionals and their customers.

### **F&I Professionals**

Through the AFIP Certification Program, AFIP gives working and prospective F&I professionals the power to sell their products with confidence and authority. The course provides a working knowledge of the state and federal laws associated with the F&I profession and a published Code of Ethics for easy reference. The AFIP Certified F&I Professional logo on your diploma and business cards shows customers they're dealing with a professional with superior qualifications. AFIP Certification is the MBA of the F&I profession!

### **Dealers**

AFIP Certification gives dealership employees the tools necessary to operate comfortably within the law and to meet higher performance thresholds. As productive members of the dealership team, they are less inclined to change jobs. If an employee does break the law, dealers can use the employee's AFIP Certification to produce proof that the employee was aware of the law and agreed in writing to act ethically, showing that the dealership took action to prevent such an occurrence and that the worker is a rogue employee and his or her actions are not representative of the way that dealership does business.

### **Industry Members**

AFIP serves as a proactive advocate for the interests of all companies who serve the F&I process. Your support and active participation enable us to represent your interests aggressively to those with the power to enact or prevent legislation on your behalf. AFIP provides Industry Members with the opportunity to offer our products and services as a customer benefit.

### **General Agents**

In terms of gross dollar sales, the general agents in support of the automobile industry used to comprise the largest marketing entity in the United States to operate without the support of an advocacy organization. AFIP created the Association of Independent General Agents in 2006 to give GAs the opportunity to speak with a single voice and to reap the benefits of a unified lobby and service provider. The annual dues paid by the independent general agents will cover the administrative costs of operating the agents association. AIGA operates in conjunction with AFIP to further the goals of its GA members and the industry at large.

### **Consumers**

The services AFIP provides its constituents assist and protect the consumer, as well. They may not know much about AFIP, but professional certification is the mark of an individual who has given the time and energy necessary to familiarize themselves with the laws regarding the sale and finance of vehicles and who has made the pledge to abide ethically in all dealings with all customers. AFIP will also assist dealerships in resolving disputes with customers out of court.