

Compliance Expert From Reynolds to Speak at Industry F&I Conference

Terry O'Loughlin to address critical compliance issues and today's automotive finance landscape

DAYTON, OHIO – Sept. 21, 2009 – The Reynolds and Reynolds Company today announced that Terry O'Loughlin, an industry-recognized expert in automotive dealership F&I compliance, will be a featured speaker at the [F&I Management and Technology Conference and Expo](#) to be held Sept. 21-23 in Orlando, Fla.

O'Loughlin, director of Compliance at [Reynolds and Reynolds](#), will moderate an industry roundtable on current compliance issues and proven processes dealers can put in place to minimize risks and missteps around compliance. He also will join a panel discussion exploring changes in today's automotive finance landscape and how dealerships can adopt best practices in creating deals that appeal both to customers and lenders.

"Across the board, dealers I've spoken to recently cite today's regulatory environment – combined with the recession – as among the biggest concerns for their business," O'Loughlin said. "Yet, one key to improved business performance in any business environment is the ongoing confidence that your compliance efforts are a fundamental part of how you do business. Solid compliance disciplines can actually improve your processes and mitigate a potential liability. I expect the presentations at the Conference will help dealers gain better insight into what's going on today in compliance and what's likely to evolve in the future."

Prior to joining Reynolds, O'Loughlin, was with the Florida Office of the Attorney General, where he was involved in investigating and prosecuting automobile dealers, manufacturers, and finance and leasing companies. He also was the mediator of Florida's Motor Vehicle Lease Disclosure Act, a statute which he assisted in drafting.

Reynolds and Reynolds offers Sales and F&I software to help dealers manage compliance and is the [leading automotive forms supplier](#) of universal retail installment sale contracts, the [Reynolds LAW[®] 553](#), which is the most widely used form in automotive finance. It's accepted broadly by dealerships, state Automobile Dealers Associations, captive lenders, and financial institutions.

For more information, see www.reyrey.com. Search Keyword: LAW.

About Reynolds

Reynolds and Reynolds is the automotive industry's largest and most trusted provider of automobile dealership software, services, and forms to help dealerships improve business results. The company is headquartered in Dayton, Ohio, with major operations in Houston and College Station, Texas, and Celina, Ohio. (www.reyrey.com)

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