

# What is the PATH Act and How Does It Affect Your Tax Season Sales?



## What is PATH?

- P**rotecting
- A**mericans against
- T**ax
- H**ikes

Passed by Congress in **2015**



Took effect beginning **2016.**

## What is its impact?

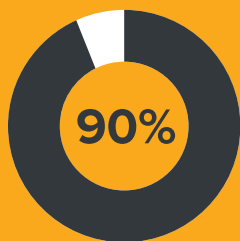
Low-income tax payers eligible to receive the

- E**arned
  - I**ncome
  - T**ax
  - C**redit
- OR**
- A**dditional
  - C**hild
  - T**ax
  - C**redit

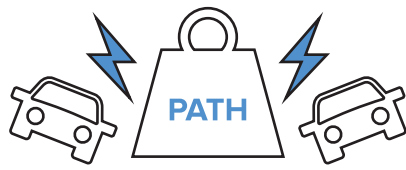


will have to wait until the end of February before seeing any refunds.

**LAST YEAR**

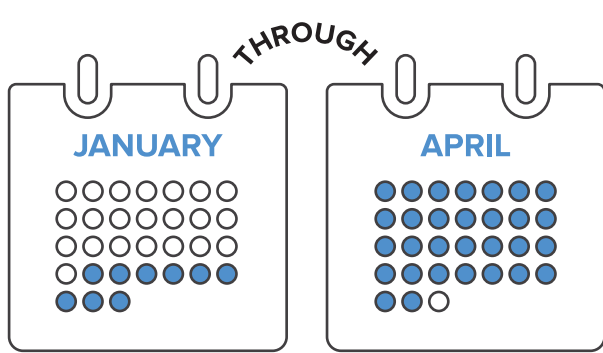


**OF REFUNDS WERE ISSUED ON FEBRUARY 23RD AND 24TH.**

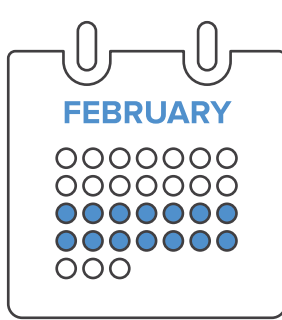


## How does it affect car dealerships?

### PREVIOUS TAX SEASON

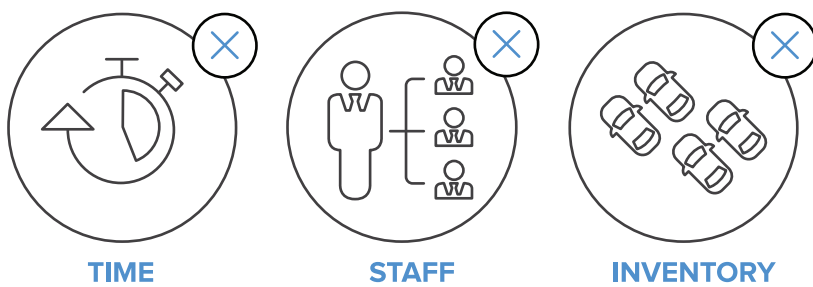


### NEW TAX SEASON

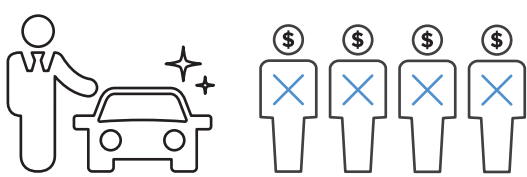


## Why is that a problem?

Most car dealerships don't have



to capture all those potential buyers in this shortened period



so they lose sales they would have closed in previous years.

## What does that mean in terms of car sales?

It means that your dealership needs to prepare to:



**A.** Engage with potential buyers now and lock in the sale using a tax refund advance

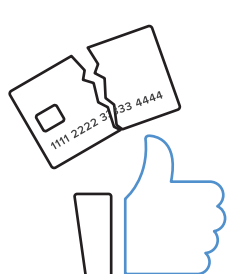


**B.** Plan to maximize sales from now through February with inventory, staffing, marketing, etc.

## Plan now to minimize your risk with the leading GPS solution:



You can minimize your risk and



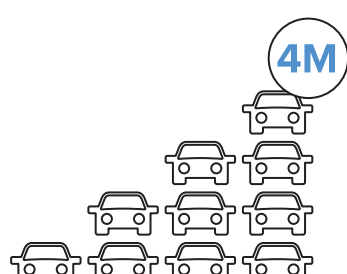
**loan to more subprime customers**

With the support of the leading



**GPS solution in the industry**

Trusted to protect nearly



**4 million vehicles.**