

# What is the PATH Act and How Does It Affect Your Car Loans?

## 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?

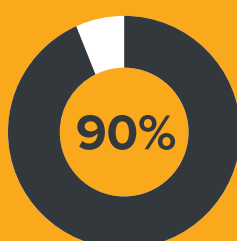
Low-income tax payers eligible to receive the

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

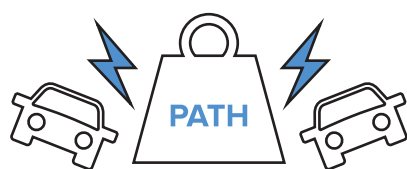


will have to wait until the end of February before seeing any refunds.

**LAST YEAR**

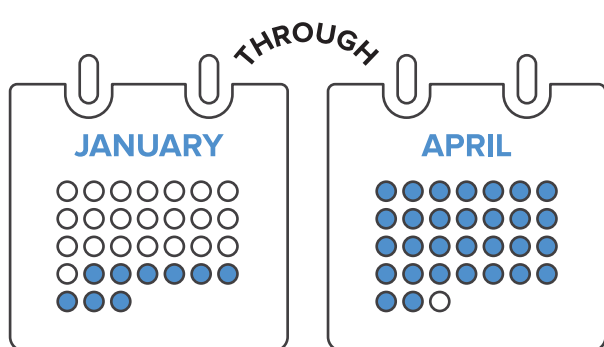


**OF REFUNDS WERE ISSUED ON FEBRUARY 23RD AND 24TH.**

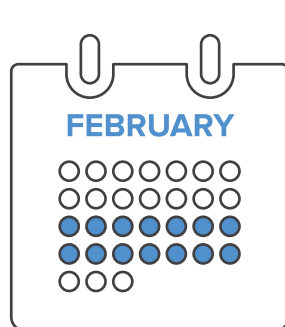


## How does it affect car loans?

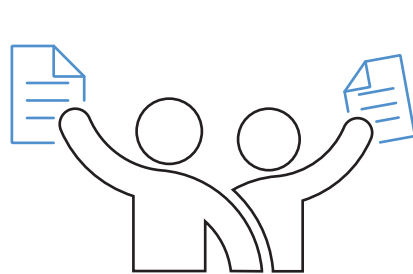
### OLD TAX SEASON



### NEW TAX SEASON

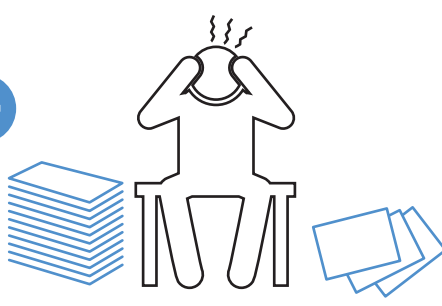


## Why is that a problem?



Car dealerships flooding you with loan requests

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resulting in poorer qualification of loan candidates.

## Make sure to protect your portfolio with



Audible payment reminder



vehicle tracker



and other GPS tools

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

It means that you should encourage your dealerships 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.

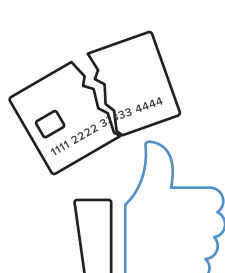


**C.** Proactively manage reference validation

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



You can minimize your risk and



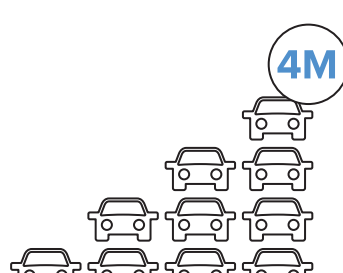
**loan to more subprime customers**

With the support of the leading



**GPS solution in the industry**

Trusted to protect nearly



**4 million vehicles.**