



Nicole F. Munro

May 30th, 2024

Professional Experience



Nikki has helped financial services providers navigate the complexities of consumer financial services laws at Hudson Cook for over 25 years. As a partner in our Maryland office and Editor-in-Chief of CounselorLibrary.com's CARLAW publication, she provides strategic counsel on regulatory compliance, mitigating risks of unfair, deceptive, and abusive acts or practices (UDAAP), management of sales and finance forms development and use, and provides litigation and regulatory examination and enforcement support.

With broad experience in consumer finance, Nikki advises national and state banks, credit unions, sales finance companies, licensed lenders, and motor vehicle, personal property, payment assurance device manufacturers, and voluntary protection product vendors and service providers on:

- Designing and maintaining nationwide compliant automobile and personal property finance and leasing programs.
- Advising on online motor vehicle and personal property sales, financing, and leasing.
- Reviewing electronic payments acceptance and consents.
- Developing and managing automotive sales and finance forms in 51 jurisdictions.
- Assisting with the sale and servicing of voluntary protection products.
- Working with the payment assurance industry drafting consents and advocating for the responsible use of devices and technology,
- Responding to regulatory examinations and shaping legislative and regulatory developments.
- Consulting on state and federal litigation matters related to consumer finance laws.

Nikki is a sought-after speaker and author on consumer credit issues, including all issues related to automobile sales, finance, and leasing from marketing through routine servicing and collections, the Truth in Lending Act (TILA), the Consumer Leasing Act (CLA) the Electronic Signatures in Global and National Commerce Act (ESIGN), the FTC Act, FRB, FTC, and CFPB regulations and other highlights, credit discrimination, voluntary protection products, payment assurance technology, and state consumer credit laws.

A recognized leader in the field, Nikki is Secretary of the American College of Consumer Financial Services Lawyers and has served on the Nominating Committee for the Board of

Regents. She has lead the American Bar Association's (ABA) Business Law Section, previously serving as Chair, Chair-Elect, Vice Chair, Secretary and member of Council, and chairing the Council Committee on Membership, Diversity, and Inclusion. She also served as Vice Chair and Chair of the American Bar Association, Business Law Section, Consumer Financial Services Committee. Nikki is also on the Governing Committee of the Conference on Consumer Finance Law.

Nikki is an active member of several key trade associations, including the National Association of Dealer Counsel and the American Financial Services Association(AFSA). At AFSA, she currently serves as Counsel to the Vehicle Finance Subcommittee on AFSA's Law Committee, on the State Government Affairs Committee, the Operations and Regulatory Compliance Committee, and participates actively on the Women's Leadership Council.

Nikki earned her law degree from the University of Maryland School of Law in 2000 and holds a Bachelor of Arts in Psychology from the University of Maryland, College Park.

Nikki is committed to helping financial services providers achieve compliance while fostering innovation in consumer finance.

In her spare time, Nikki enjoys supporting her daughter on the University of Maryland Dance Team by attending Terps football, and men's and women's basketball games, and her son by volunteering at Our Lady of Good Counsel soccer and golf events. She also enjoys live music and traveling. Nikki fosters puppies for Lab Rescue of the Potomac and is a puppy sitter for Warrior Canine Connection, which trains service dogs to support veterans with post-traumatic stress disorder.

Favorite Quote: *Ohana means family. Family means nobody gets left behind or forgotten.* Lilo and Stitch, Disney, 2002.

Nikki would like to thank her late husband Brian (1972-2021), who, for 20+ years, supported her career and family and helped her become the lawyer and person she is today.

Practice Areas

Automotive and Personal Property Finance and Leasing

Debt Collection Practices

Small Dollar Lending and Alternative Consumer Financial Services

Professional Affiliations & Certifications

- Fellow, American College of Consumer Financial Services Lawyers
- Governing Committee, Conference on Consumer Finance Law
- American Bar Association, Business Law Section
- Business Law Section, Chair, September 2023 to present
- Business Law Section, Chair – Elect, September 2022 to September 2023

- Business Law Section, Vice Chair, September 2021 to September 2022
- Business Law Section, Secretary, September 2020 to September 2021
- Business Law Section, Editor-in-Chief, Volume 77, *The Business Lawyer*
- Business Law Section, New Membership Model Implementation Task Force, Co-Chair, February 2019 to September 2020
- Business Law Section Council Committee on Membership, Diversity and Inclusion, Chair, October 2016 to September 2019
- Business Law Section Council, September 2015 to September 2019
- Member, Advance IV Content Team, June 2012 to January 2013
- Member, Educational Programming Board, April 2010 to 2012
- American Bar Association, Business Law Section, Consumer Financial Services Committee
- Chair, National Institute, September 2018 to 2020
- Chair, August 2012 to September 2015
- Vice Chair, August 2009 to August 2012
- Chair, Programs Sub-Committee, August 2008 to August 2009
- Vice-Chair, Programs Sub-Committee, August 2005 to 2008
- Member, National Association of Dealer Counsel
- Member, American Financial Services Association: State Government Affairs, Vehicle Finance Subcommittee, Women’s Leadership Council

Speaking Engagements

- “California Cars Act,” Conference on Consumer Finance Law, November 2025
- “What’s Happening on the Federal Regulatory Front?,” National Automotive Finance Association, September 2025
- “Trump 2.0: Bracing for Impact on Auto Finance at the Federal and State Level (and Internationally),” American Bar Association, Business Law Section, Consumer Financial Services Committee, September 2025
- “FTC CARS Rule and California CARS Act,” National Automotive Finance Association, September March 2025
- “FTC CARS Rule and Beyond,” American Bar Association, Business Law Section, Consumer Financial Services Committee, April 2025
- “Artificial Intelligence and Financial Services: The Legal Perspective,” AFSA Independent Auto Finance Executive Group, January 2025
- “CARS Rule vs. Vehicle Shopping Rule,” AFSA Operations and Regulatory Compliance Committee, October 2024
- “Case Law/Enforcement Actions: Sale and Servicing of Voluntary Protection Products,” AFSA State Government Affairs, October 2024
- Presided over 2-day Leadership Meeting, Business Law Section, American Bar Association,

January 2023

- “Live – Women in Auto Finance Panel,” NAF Association Virtual Conference/Used Car Week, November 2020
- “Compliance Speedsmarts: Operations, AFSA Annual Meeting,” AFSA Annual Meeting, October 2019
- “Auto Finance: Back to Basics,” The Conference on Consumer Finance Law, May 2019
- Consumer Financial Services Conferences, Hudson Cook/CounselorLibrary, 2004 to present
- “Compliance Considerations in Post Default Collections,” National Independent Auto Dealers Association, June 2018
- “[Money Smart for Older Adults](#),” various Maryland senior and community centers, 2018-2019; New Orleans, 2017
- “Membership Panel,” American Bar Association, Business Bar Leaders Conference, May 2018
- “Compliance Catch 22s,” 19th Annual NACCA/AFSA State Government Affairs and Legal Issues Forum, May 2017
- “Mitigating Regulatory Risk in Financing Ancillary Products,” Consumer Financial Services Committee, American Bar Association, Business Law Section, Spring Meeting, April 2017
- “Law of Electronic Collections,” Cyberspace Committee, American Bar Association, Business Law Section, Spring Meeting, April 2015

Publications

- “Time to Pull Out the Trusty Old Crystal Ball,” *Non-Prime Times*, February 2022, co-authored with Rochelle Fowler, Eric Johnson and Patty Covington
- “It’s your duty, and the law, to comply with OFAC regulations,” *SubPrime Auto Finance News*, October 2021
- “State Regulator Pursues Disparate Impact in Auto Finance,” *Hudson Cook Insights*, August 2021, co-authored with Laura Bacon
- “Diversity and Inclusion by Language Choice,” *Hudson Cook Insights*, February 2021
- “CFPB Releases Report on COVID’s Impact on Consumer Credit, with Some Surprising Results,” *Hudson Cook Insights*, October 2020, co-authored with Chris Capurso

Recognition and Accomplishments

- Ranked in Chambers USA 2020 – Nationwide, Band 3, Financial Services Regulation: Consumer Finance (Compliance)
- *The Best Lawyers in America*® 2022 – Financial Services Regulation Law
- Women in Auto Finance, 2020
- Fellow, American College of Consumer Financial Services Lawyers
- Super Lawyers, Rising Star, 2013

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- Puppy Sitter/Trainer, Warrior Canine Connection, Fall 2024 to present.
 - Foster Parent, Lab Rescue of the Potomac, Fall 2021 to present.
 - Foster Parent, Small Miracle Cat and Dog Rescue, Fall 2021 to present.
 - Instructor, Money Smart for Elder Americans, September 2016 to 2020
 - Calverton Swim Club Board of Directors, President, August 2007 to August 2012, Member, August 2006 to August 2007
 - Junior Achievement, Participated in Ask the Expert Program for Chicago Students, August 2012
 - Vincent Pallotti High School, Strategic Planning, December 2010 to 2012