



## Congratulating Hall of Famer Terry O’Loughlin

April 30th, 2025 | and [Nicole F. Munro](#)

Hudson Cook, LLP, CounselorLibrary.com, LLC, and their attorneys and staff join in celebrating a legend in auto finance—our friend and colleague Terry O’Loughlin.

On March 13, 2025, Terrence J. (Terry) O’Loughlin, J.D., M.B.A., director of compliance for The Reynolds & Reynolds Company, Document Services, was inducted into the F&I Hall of Fame by Bobit Dealer Group. Bobit created its F&I Hall of Fame and inducted its first three honorees in 2024. During the inductee selection process, the committee considers seven criteria: innovation and impact, leadership and vision, ethics and integrity, educational and mentorship contributions, regulatory and policy influence, community and societal impact, and career longevity and consistency.

Terry embodies all of the above and does so with intelligence, humility, and a genuine concern for the members of the auto industry. Since Terry joined Reynolds & Reynolds in 2006, many Hudson Cook lawyers, certainly all those who practice in the auto finance space, have worked with him on Reynolds forms, given presentations with him, and written articles with him. Terry’s experience and influence have positively impacted Hudson Cook lawyers and our work product and CounselorLibrary and its reach to the industry.

I can’t possibly count the number of projects and panels on which Terry and I have worked together, the conferences we’ve attended in Vegas, Orlando, and across the country, and conversations we’ve had in furtherance of Reynolds’ product compliance and automobile sales and finance in general. Working with Terry is like working with a professor of law, a history teacher, an automobile dealer (the compliant kind), and your best friend all at the same time. He’s always been a mentor and friend to Hudson Cook and to me, in particular.

Please join me in congratulating Terry on this well-deserved honor.