



## Partner Eric Johnson's car buying experience article published in Auto Finance News SubPrime BHPH Report

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In the January-February 2020 issue of *Auto Finance News SubPrime BHPH Report*, Hudson Cook Partner [Eric Johnson](#) summarizes his car-buying experience at a local franchised dealer in Oklahoma. Eric noted the compliance mistakes the dealer made through the process so other dealers can learn from those mistakes and hopefully not make the same ones.

Mistakes in the process included the salesman not knowing what the documents actually said; using outdated, non-compliant documents; not providing copies of signed documents to the customer; not using a menu presentation for F&I products; ignoring privacy issues; and printing the wrong year of the car on the Purchase Agreement and the other ancillary documents.

Eric assists national and state banks, savings associations, credit unions, mortgage bankers, other licensed lenders, motor vehicles dealers and automotive finance companies in the development and maintenance of nationwide consumer mortgage and automobile finance programs; online motor vehicle sales programs; litigation funding programs; and electronic payment programs.

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