



EFG Companies Hosts 5th Bi-Annual Agent Council

-Identifying market trends today to build greater profitability for agents and dealers tomorrow-

DALLAS, TX (April 28, 2015) EFG Companies, the innovator behind the award-winning Hyundai Assurance program, held its 5th Bi-Annual Agent Council at the Rancho De los Caballeros outside of Phoenix, AZ. EFG's premier agents from across the United States attended this three-day conference from Wednesday, April 22nd to Friday, April 24th to discuss current industry trends and challenges, share best practices and discuss new product innovation.

Hosted in the spring and fall of each year, this conference is to provide a collaborative environment where agents can formalize their strategies to better serve their dealer clients, improve F&I performance, and increase dealer profit.

"Our agent council underscores our core support of our agents' long-term strategies," said Eric Fifield, Senior Vice President, Agency Services, EFG Companies. "By stepping back to dissect market trends and map agent progress on hitting their goals, we can effectively evaluate how to better contribute to their success and build their business."

In EFG's efforts to provide productive solutions in building agent profitability, the company created the EFG Top Agent Award. This award is determined by overall performance, effective training, and comprehensive achievements throughout the year. This year's award was given to Empire Dealer Services out of Boston, MA during the Agent Council.

"This award underscores the collaborative relationship between EFG and Empire Dealer Services," said John Kane, Cofounder of Empire Dealer Services. "By working with EFG to implement effective dealer solutions, and proactively train our people and the dealerships we work with, we've been able to generate a PRU increase of \$200 to \$250 with a VSC production increase of 10 percent and an appearance protection production increase of 25 percent."

"One of the main objectives with EFG's Agent Council is to guide and direct our own efforts in the evolution of product development and process improvement," said John Pappanastos, President and CEO, EFG Companies. "At each conference, we identify key products and processes that need to be developed to support our agent's initiatives."

###

About EFG Companies

EFG Companies combines almost 40 years of experience serving as an industry innovator of consumer and vehicle protection programs with the company's commitment to raising the industry bar in providing superior client engagement. With their field and administrative teams AFIP and ASE certified, EFG's professionals provide world-class product development and administration, go-to-market strategies, training and auditing support across a multitude of channels. www.efgcompanies.com

-more-