



# Signs of Predatory Auto Sales

The Navajo Nation Human Rights Commission (“NNHRC”) is currently involved with a case against **Tates Auto Sales: Federal Trade Commission v. Tates Auto Sales Case# 3:18-CV-08176-DJH**; this case is based on predatory auto sale practices.

The NNHRC is also involved with two criminal cases involving fraudulent auto sales practices, where two perpetrators took money and/or vehicles from Navajo Consumers for their own self-interest. The two cases are State of Arizona v. Francisco Lerma and State of Arizona v. Jason Kehoe. These individuals worked for different dealerships surrounding the Navajo Nation within Arizona.

**Do you have questions about your sales contract? NNHRC will be hosting individual meetings with Navajo Consumers for more information Contact the NNHRC.**

**January 26, 2019 at  
Dilkon Chapter | 9AM - 4PM**

**January 27, 2019 at  
NNHRC Office | 9AM - 4PM**

- **Are you being told its okay to falsify information on your auto loan application?** Some auto dealers will add falsified information to your car loan application to insure you are approved for the car loan. This includes inflating your annual/monthly income.
- **Has the auto dealer tried selling you unwanted additional “add-on packages” during vehicle purchasing process?** Such as telling you “you need” Extended Warranties, Window Etching, Paint and Fabric Protection, Gap Insurance, Theft Protection, Tire and Wheel Packages, etc. By adding the “add-on packages” to the price of the vehicle, it will increase the loan amount you will be financing.
- **Are you told, “Bad credit? No problem” by the auto dealers?** If so, have you looked at your executed sales contract to see what the Annual Percentage Rate (APR) is? What the auto dealers won’t tell you is that having bad credit will give you a higher APR. You could end up paying twice the value of the vehicle.
- **Have you been told to come back to the auto dealer after signing a sales contact?** If so, you maybe a victim of the yo-yo car scam. Yo-yo scams occur when you're buying a car and — your credit being what it is — you breathe a sigh of relief as you sign the sales contract. But several days later, the dealer calls to say that the financing fell through or come up with ridicule excuse and you have to sign a new agreement at a higher interest rate. Naturally, you're confused and don't know how to respond but you proceed to sign the new agreement. This is likely a yo-yo scam.

## BE AWARE



**If you have experienced any of these tactics, contact the Navajo Nation Human Rights Commission at 928-871-7436.**