



aPRO

The Rent-to-Own Industry
ABOUT RTO

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The Rent-to-Own Industry

AN OVERVIEW

WHAT IS RENT-TO-OWN?

The \$8.5-billion rent-to-own industry—or RTO—continues to improve its business, customer service and pricing becoming a viable consumer option in the American economy. The unique rent-to-own transaction sprang up in the 1970s in response to a growing consumer need for acquiring the use of household products without incurring debt or jeopardizing the family's credit. Rent-to-own customers come from all walks of life, desiring consumer durable goods in their homes without the long-term financial obligations associated with credit sales. What distinguishes rent-to-own from a retail credit sale is the term "rent." There is no interest charged to consumers, no credit checks involved and customers can return the merchandise at any time for any reason without penalty. This no-obligation, no-debt feature is the cornerstone of rental-purchase. It's easy, it's safe and it's hassle-free as free replacement, repair and delivery are included.

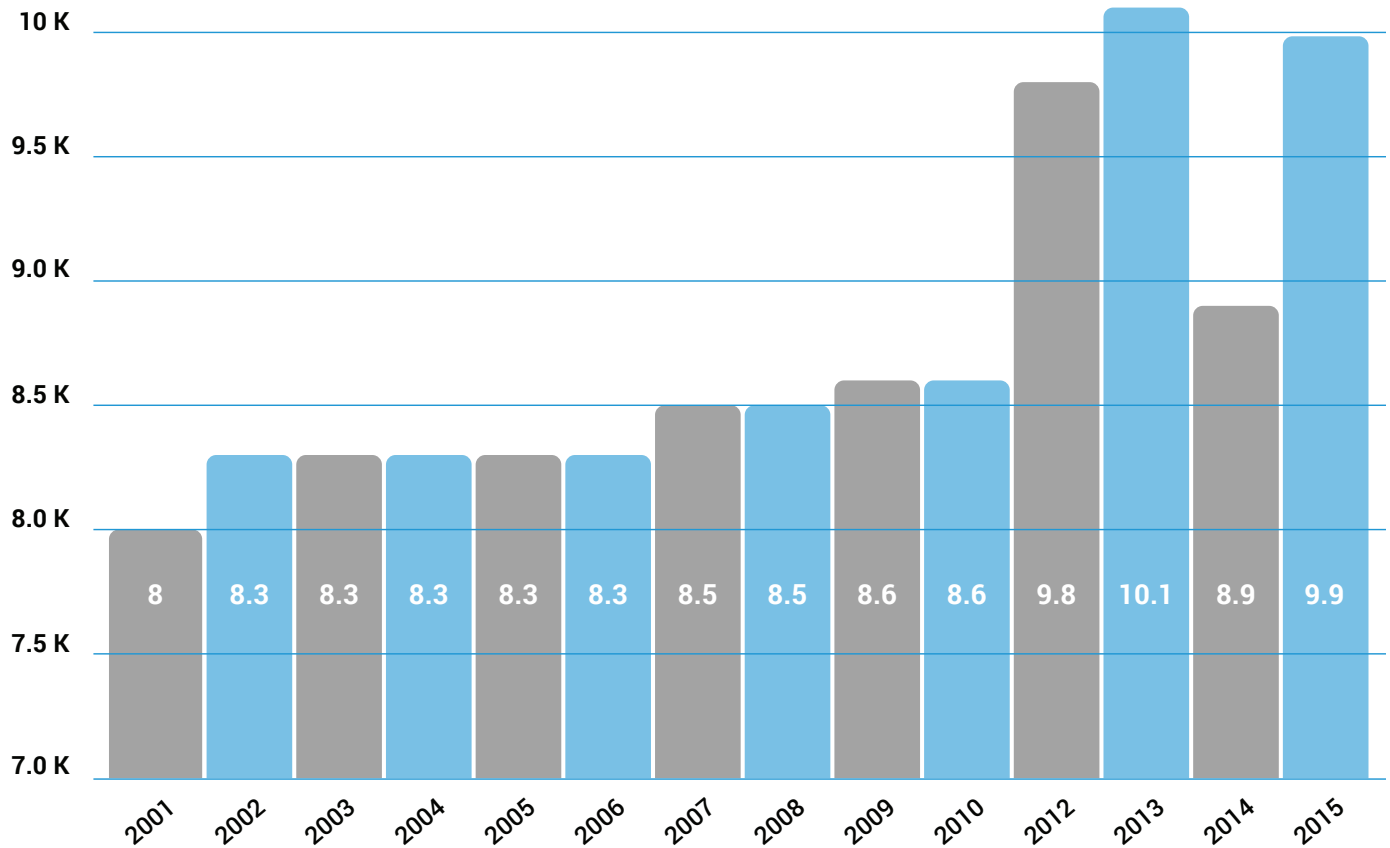
RENT-TO-OWN INDUSTRY PROFILE

The rent-to-own industry is composed of dealers who rent furniture, electronics, major appliances, computers, wheels and tires, musical instruments, jewelry and other products with an option to buy. There are approximately 9,200 stores in all 50 states, Mexico and Canada. RTO serves 4.8 million customers (households) at any given time in the year.



Rent-to-Own Stores

2001-2015 — In Thousands



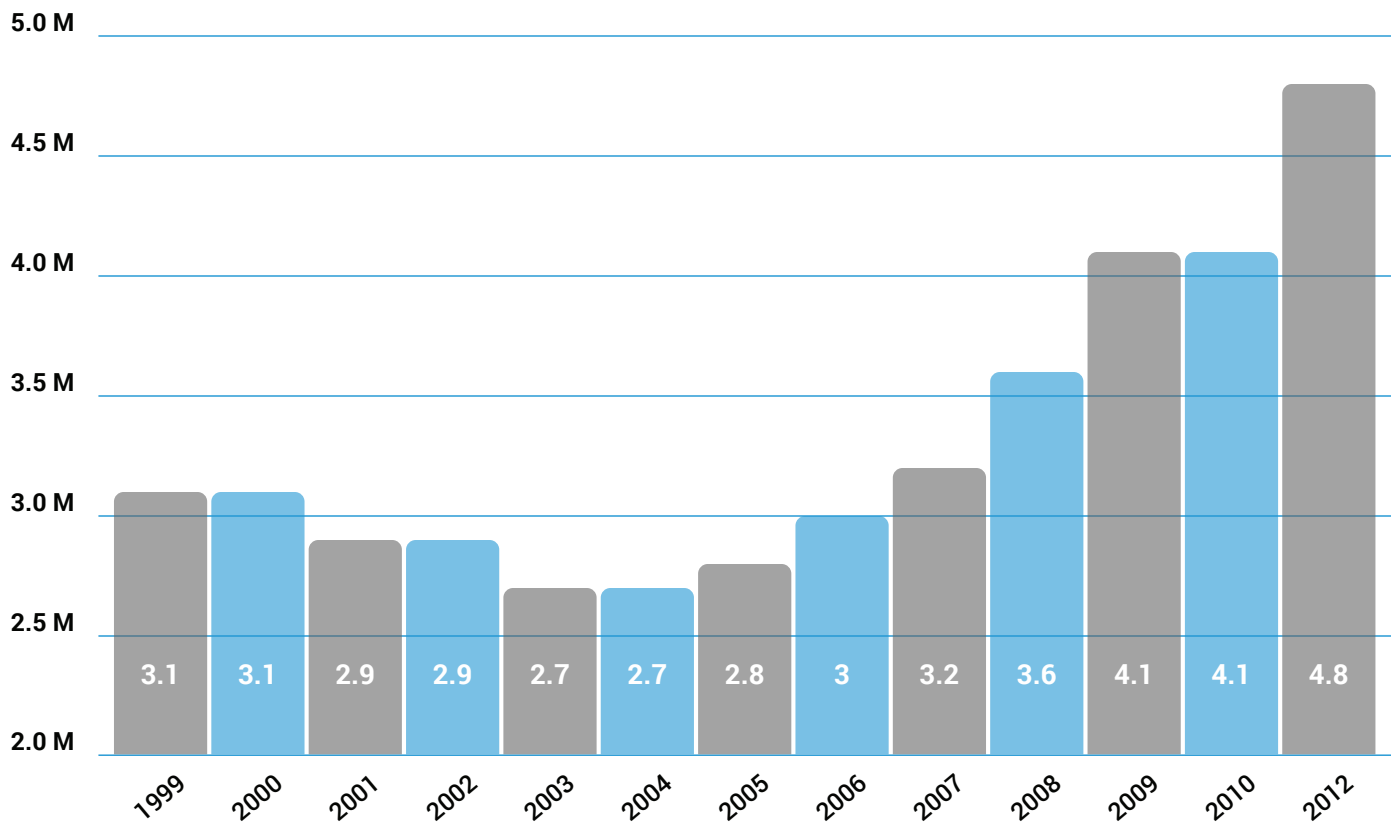
Total global rent-to-own stores exceeds 9,900.

In addition, various e-Commerce companies provide the rent-to-own transaction to over 15,000 locations in the U.S.



Rent-to-Own Customers

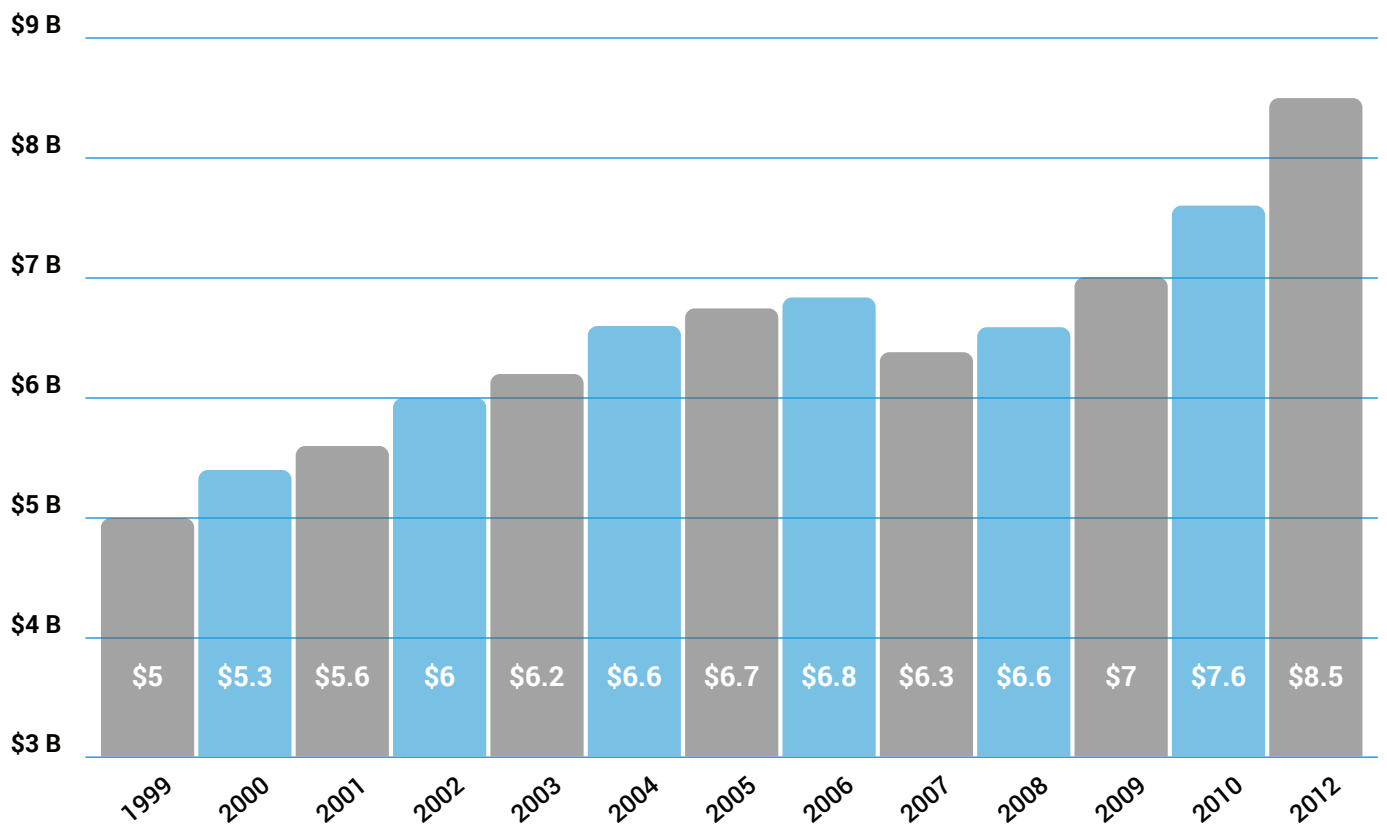
1998-2012 — In Millions





Rent-to-Own Annual Revenue

1998-2012 — In Billions

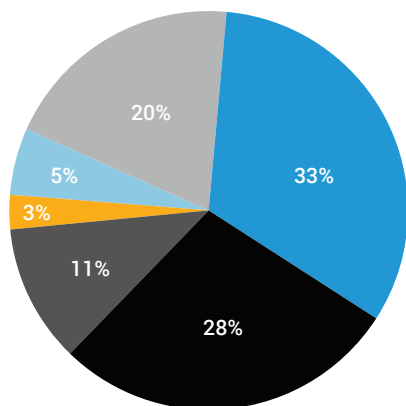
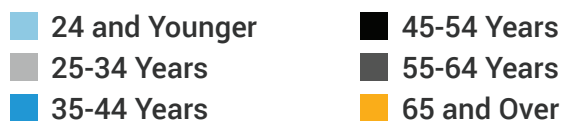


RENT-TO-OWN CUSTOMER PROFILE

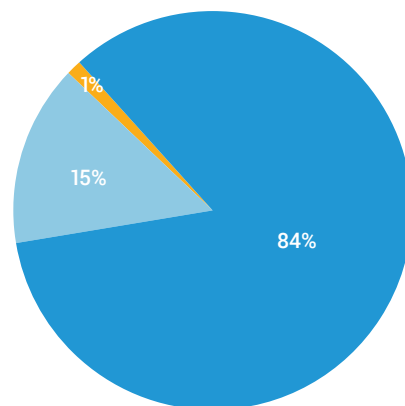
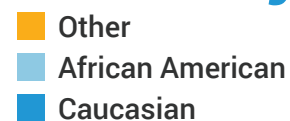
Rent-to-own customers range from working Americans earning a weekly paycheck to families paying bi-weekly or monthly. What all customers have in common is that they have immediate needs for consumer household goods, but either don't want or can't accept long-term obligations; some customers have no access to credit arrangements.

Age, ethnic background, education, gender & household income demographic information for rent-to-own:

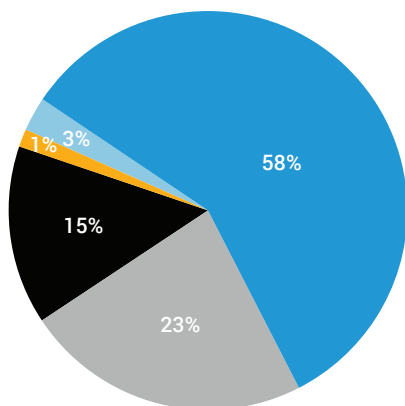
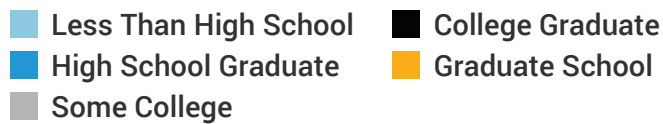
AGE



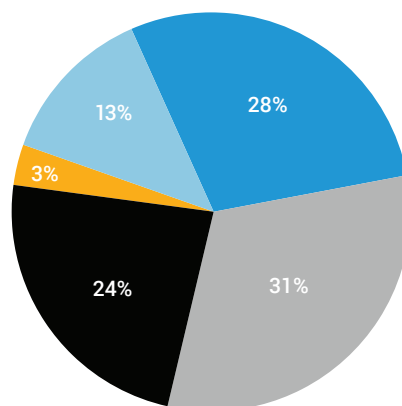
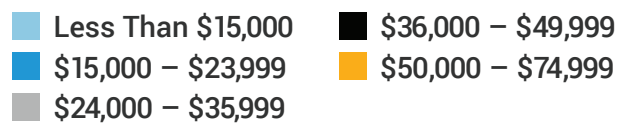
Ethnicity



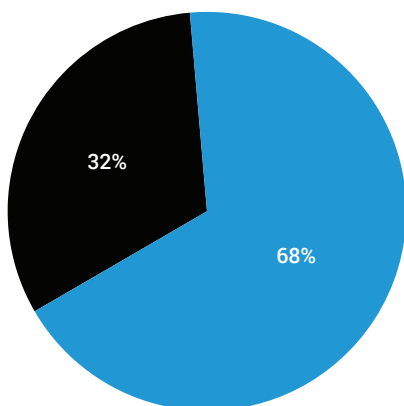
Education



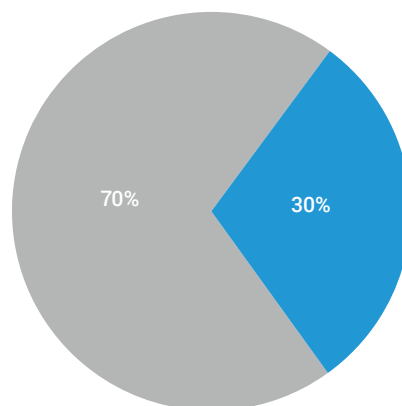
Income



Gender

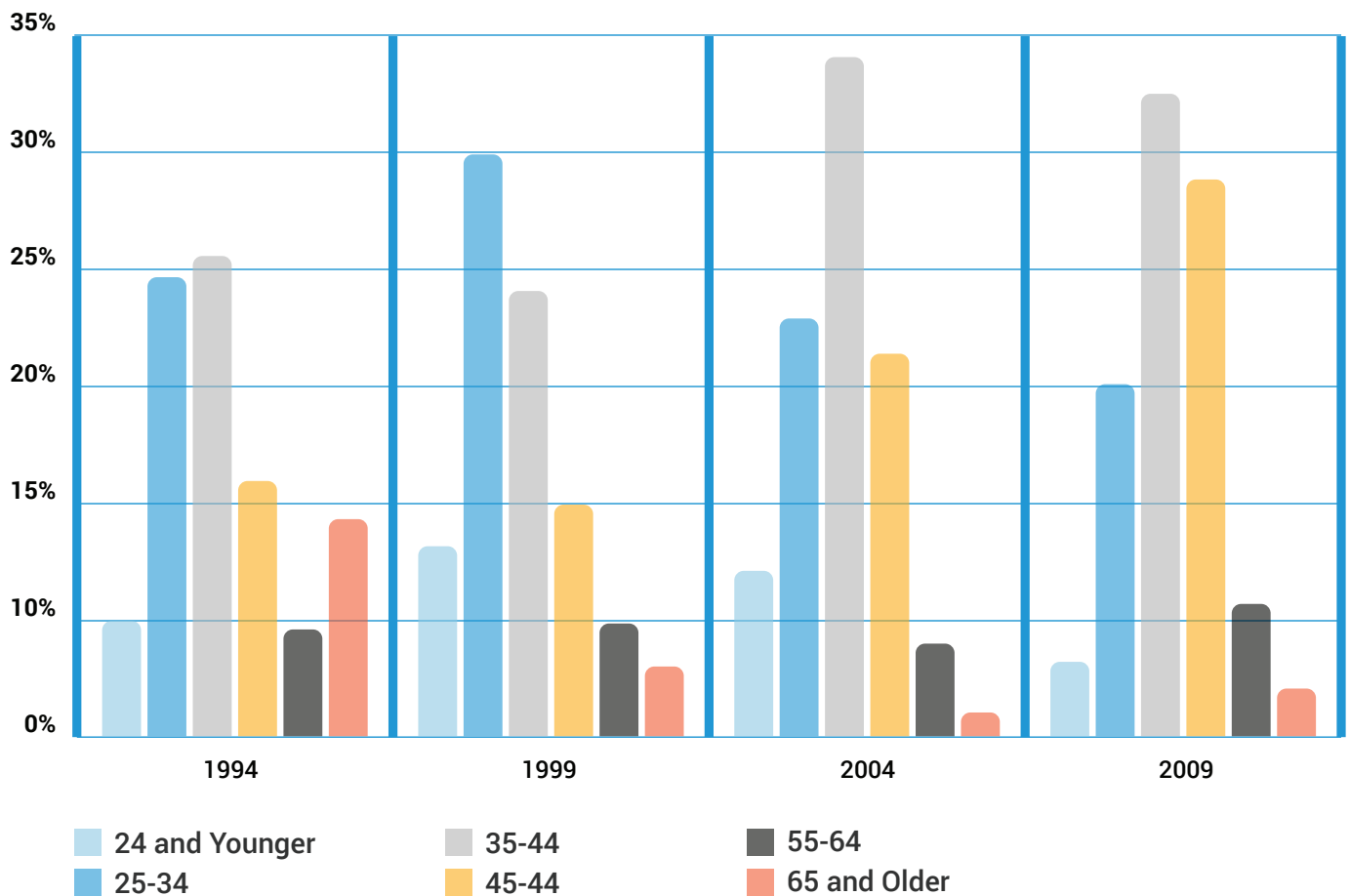


Residence



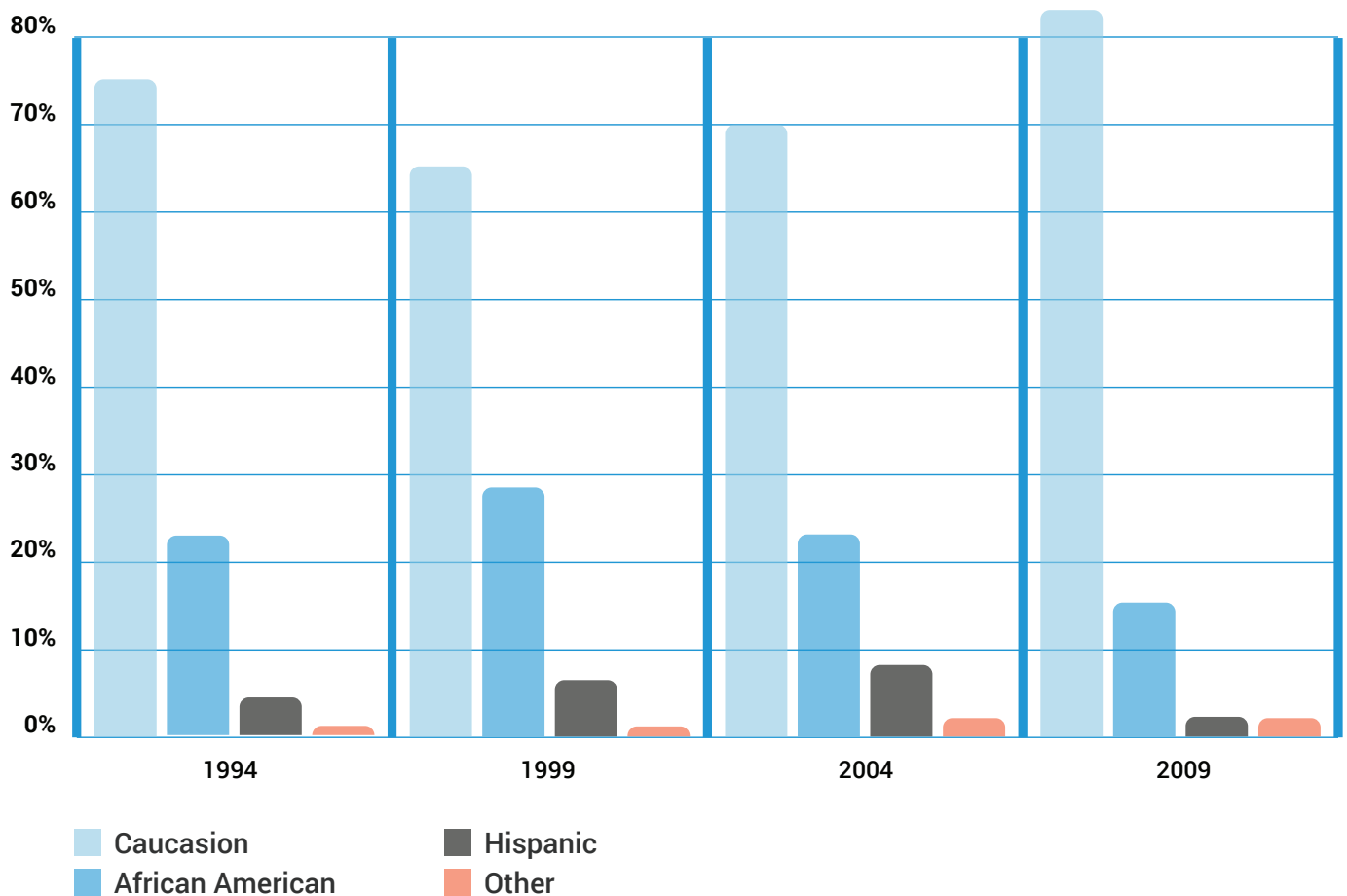


Age: 15-Year Comparison (1994-2009)



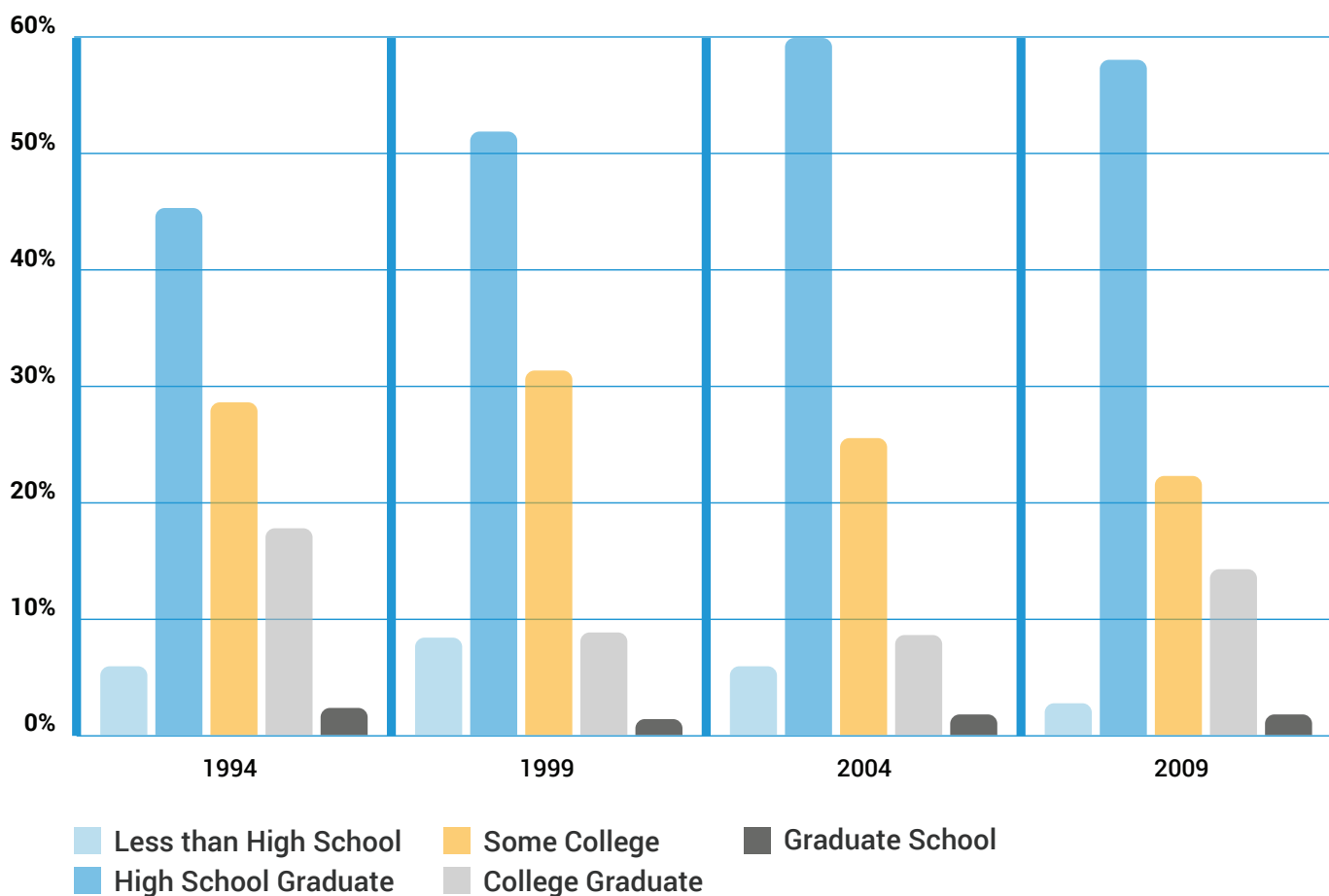


Ethnicity: 15-Year Comparison (1994-2009)



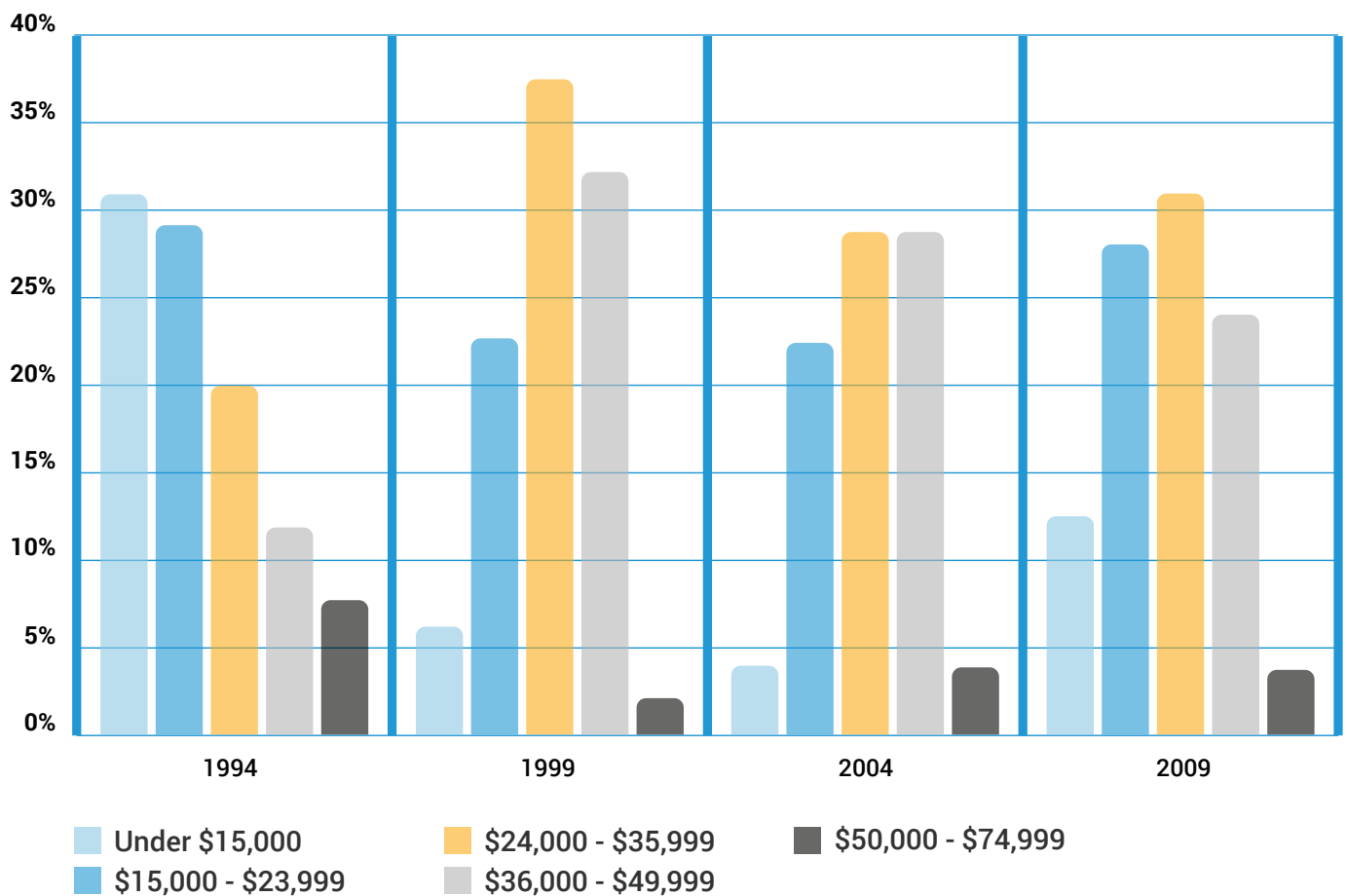


Education: 15-Year Comparison (1994-2009)



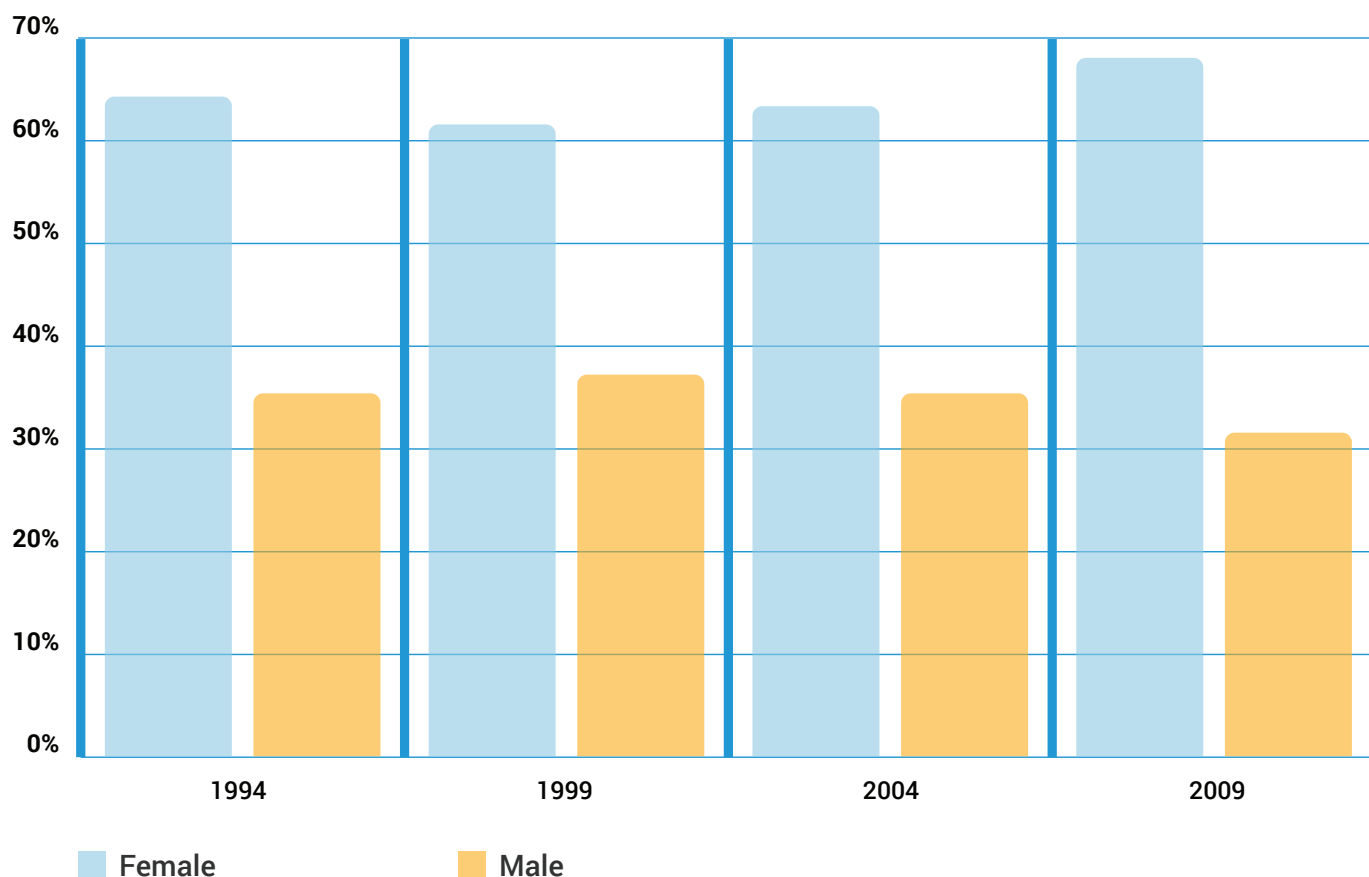


Income: 15-Year Comparison (1994-2009)



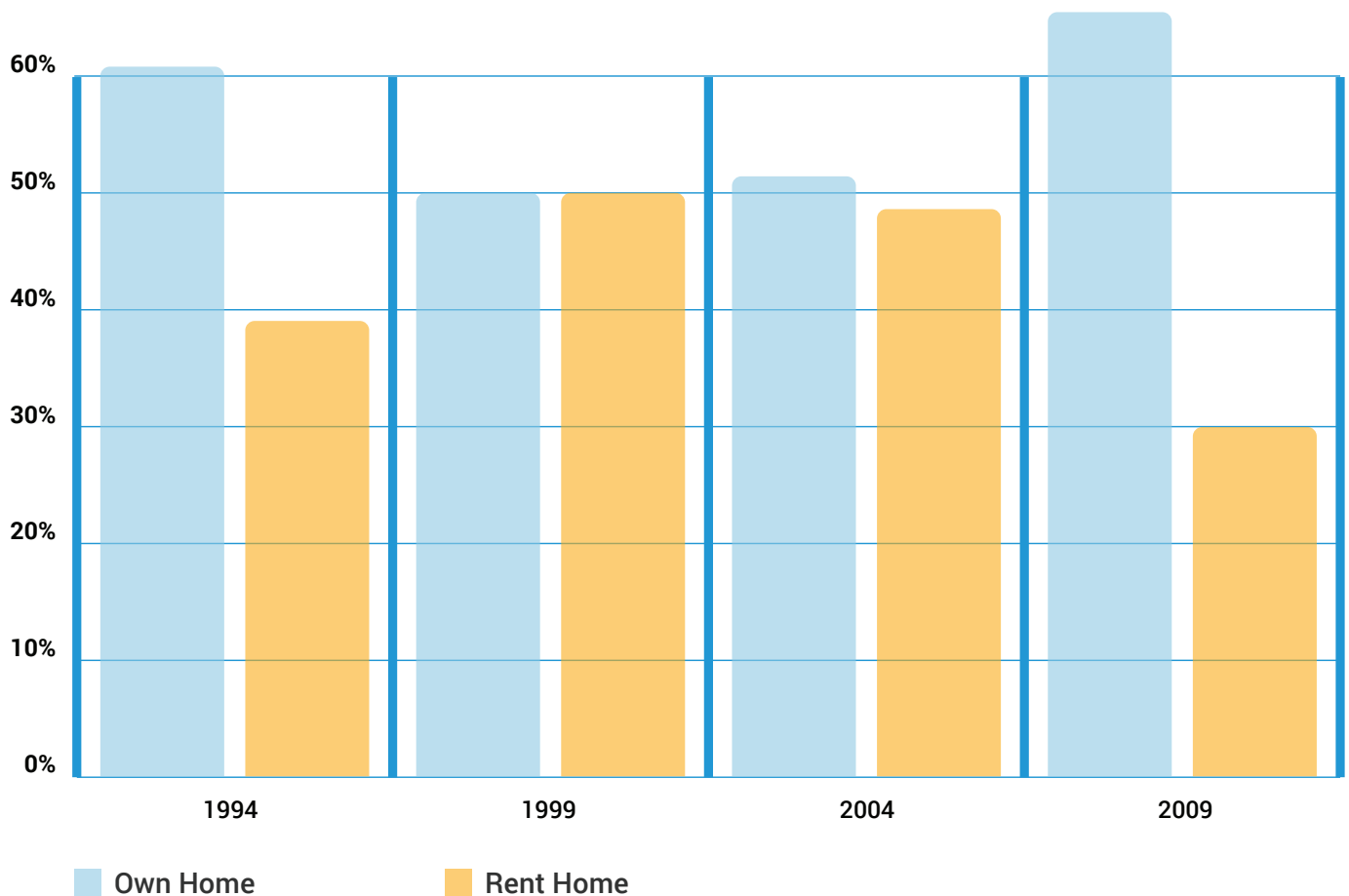


Gender: 15-Year Comparison (1994-2009)





Residence: 15-Year Comparison (1994-2009)

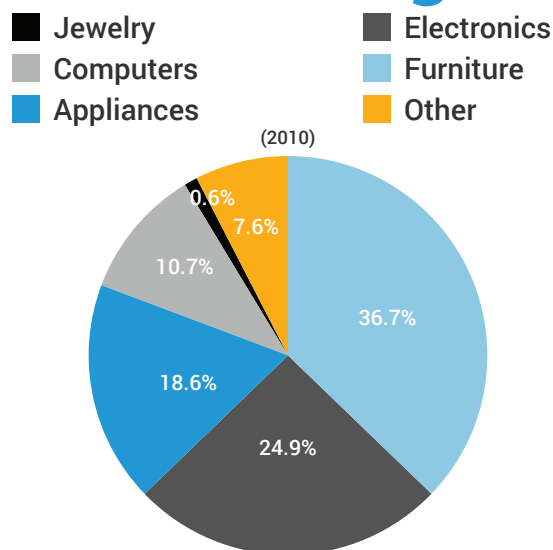


RENT-TO-OWN STORE PROFILE

- The average store has annual revenue of \$736,000 and serves 360 customers each year.
- Operating costs for rent-to-own businesses are higher than traditional retail because of the ultimate return of merchandise, merchandise repair and replacement expenses and the need to continually market the industry's services to a rotating customer base.
- There are approximately 9,200 rent-to-own stores in operation, serving 4.8 million customers a year.
- Computers are one of the newer categories becoming popular in rent-to-own stores throughout America and have been steadily growing in the past decade.
- A new product category—tires and wheels—has recently seen great success within the rent-to-own industry. APRO is currently developing independent statistics on this fast growing segment of the rent-to-own industry. Recent statistical data shows that the average rent-to-own wheels and tires category generated \$721,000 in annual purchases per store per year.
- The rent-to-own transaction is driving many industries to apply the no-debt transaction as well. Industries such as homes, fine art, bicycles, storage sheds, riding lawnmowers to name a few.

Note: Musical instruments are another independent product category that is very successful applying the rent-to-own transaction. It is estimated that the musical instruments rent-to-own program generates \$2 billion of annual revenue outside of the traditional rent-to-own industry cited in these statistics.

Product Categories



RENT-TO-OWN TRANSACTION: THE MOST FLEXIBLE TRANSACTION IN THE MARKETPLACE TODAY

Because the rent-to-own agreement is only valid for the payment at hand, the customer can change the terms and payments at any time for any reason. The customer is never obligated to make the next payment and can return the product at any time for any reason. This payment flexibility and no-obligation is the cornerstone of the rent-to-own industry and its popularity with millions of customers.

The growth of rent-to-own public companies and independent dealers is fueling competition in the marketplace creating many more payment options for the rent-to-own consumer. Many companies are offering three to six month rental agreement

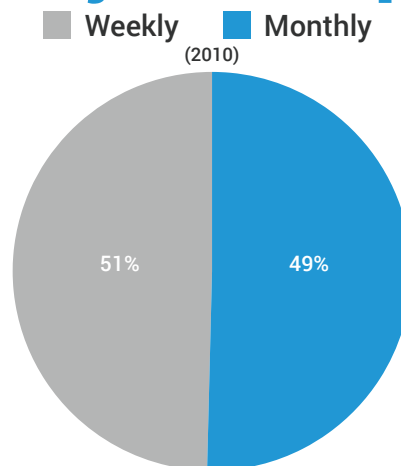
ownership options that are lowering rent-to-own prices. Again, the customer chooses the payment options and can change it at any time for any reason.

If a customer chooses a fewer number of payments, the rent-to-own price is significantly lower and is competitive to retail. If the customer chooses a higher number of payments, the total cost will be more than retail.

At the end of each rental agreement, the customer can either terminate the agreement without any cost or obligation, renew the contract by making another advance rental payment, change the rental agreement terms with a different payment or execute his or her early purchase option to obtain ownership of the product.

Rentals can be for one week, two weeks or one month at a time. *(continued on next page)*

RTO Payment Options



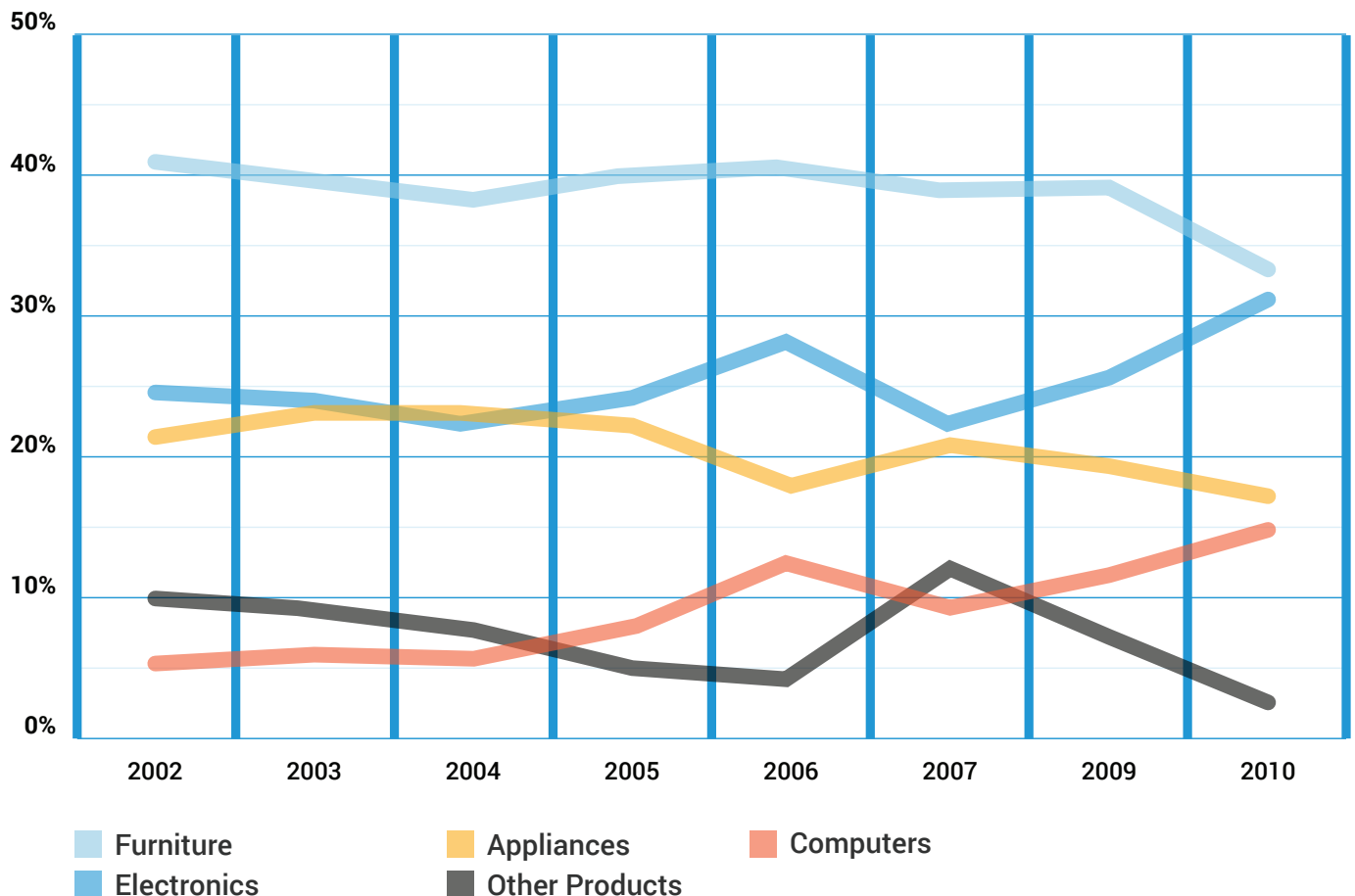
If the rental agreement is renewed a prescribed number of times—usually a total period of 12 to 24 months—the customer obtains ownership of the item.

At every rental agreement, the customer is told in writing and orally the total dollar amount and number of rental payments he or she will have made by the time ownership is an option. These consumer disclosures are mandated by 47 state rent-to-own laws.

The overwhelming majority of customers do not pursue the ownership option. Approximately 75 percent return the rented item within the first four months. 17% exercise the early purchase options or "same days as cash" option and 8% rent-to-own to full term.

Product Share

(A trend by percentage of the market)



If the customer returns the product during payments, the customer can re-instate his or her payment history within a specific time period governed by state law. Many rent-to-own companies offer lifetime reinstatement rights.

Because renters pay as they go, and no credit is extended, credit reports on customers are not obtained and no debt is incurred.

Previously rented items are refurbished and re-rented at reduced rates.

Market Share

(Based on 8,300 total stores from 2002-2007
and 8,500 stores from 2008-2012)





The Rent-to-Own Industry

COST VS. VALUE

RENT-TO-OWN COST VS VALUE

The \$8.5-billion rent-to-own industry—or RTO— continues to improve its business, customer service and pricing becoming a viable consumer option in the American economy. The unique rent-to-own transaction sprang up in the 1970s in response to a growing consumer need for acquiring the use of household products without incurring debt or jeopardizing the family's credit.

Rent-to-own customers come from all walks of life, desiring consumer durable goods in their homes without the long-term financial obligations associated with credit sales.

What distinguishes rent-to-own from a retail credit sale is the term "rent." There is no interest charged to consumers, no credit checks involved and customers can return the merchandise at any time for any reason without penalty. This no-obligation, no-debt feature is the cornerstone of rental-purchase. It's easy, it's safe and it's hassle-free as free replacement, repair and delivery are included.





RTO's Competitive Advantages

	Rent-to-Own	Credit Card	Retail	Craigslist
Brand names, new and in stock	✓	✓	✓	
Return products any time without penalty	✓			
Pay weekly, bi-monthly or monthly	✓			
One-year, 18-month or two-year terms	✓			
Won't affect credit rating	✓		✓	✓
Free delivery and setup	✓			
Free repairs	✓			
Easily upgrade to the latest technology	✓			
Try products before purchasing	✓			
No debt incurred	✓		✓	✓

TOUTING RTO'S COMPETITIVE ADVANTAGES

Most Americans simply do not understand the transaction and the benefits RTO offers. Here are the "Big Nine" benefits and how rent-to-own stacks up in comparison to other business transactions.

"Same as Cash" payment option. Most RTO companies offer 90-180 days "same as cash" payment option whereas the customer is given that amount of time to pay for the item at retail price but still using the no-obligation, rent-to-own transaction.

NO OBLIGATION

Rent-to-own customers are never obligated to make the next payment. No other transaction in the marketplace provides the consumer the option of continuing payments or returning the product without penalty or damage to his/her credit. In fact, industry statistics show that only 25 percent of customers rent a product until its owned. The significant majority of customers return the product within three to four months.

- No long-term obligation
- Terminate the agreement at any time for any reason
- Never incur debt
- Credit is never extended
- Credit checks are never required

FLEXIBILITY OF PAYMENTS

No other transaction allows the consumer the flexible options on making payments.

- Weekly payments
- Bi-weekly payments
- Monthly payments
- Early-purchase options—offering significant price reductions
- Reinstatement rights. If a customer has to return a product for any reason during the payment cycle, rent-to-own companies will re-instate the payment history when the customer is financially secure again. Reinstatement rights are governed by state law regarding time limits to re-instate rental payments. Many companies offer lifetime reinstatement for products.

UNPARALLELED SERVICE

No other transaction in the marketplace offers the full product service that rent-to-own does. If a customer buys a product on credit at a retail outlet and that product breaks after the warranty has

(continued on next page)

expired, the customer is responsible for repairs, even if he/she is still making payments on the credit sale. In rent-to-own, product repair and service are the responsibility of the RTO dealer—regardless of the warranty on the product—during the period in which the customer is making payments on that product.

- Delivery, set up and pick up are all included in the rent-to-own payment
- 100 percent service on the product while making rent-to-own payments. Rent-to-own service is still guaranteed after manufacturer's warranty and extended warranties.
- Loaners during repairs—the rent-to-own company will provide a replacement product while the product is being repaired.

RENT-TO-OWN PRICING: IT COVERS MORE THAN JUST THE PRODUCT

Many rent-to-own companies are offering competitive cash prices and lower payment terms, as well as early pay-off options. Rent-to-own is becoming more competitive with retail, yet is debt-free and does not negatively affect a consumer's credit. If a customer makes weekly rent-to-own payments for the full two years, then the customer will pay much more than retail. But paying more through a weekly, no-debt, risk-free, full-service transaction is standard in American market economics. A consumer pays more for a 30-year mortgage than a 15-year mortgage. A consumer pays more for a year's worth of daily newspapers from a machine rather than through a yearly delivery subscription. He or she pays more to use a laundromat rather than using a washer and dryer in the home. A consumer pays more paying the minimal monthly bill on his/her credit card than making larger payments or buying outright.

Sometimes in the American economy, you must look beyond the price to determine the value. The value of rent-to-own is its products combined with its service, flexibility and no-obligation transaction—and that adds up to value for the price.

Because rent-to-own companies offer full service on products, manage weekly or monthly contracts and manage the risk of renting costly merchandise at a low weekly price, the cost of doing business is much higher than for retail companies. View the costs and profits of rent-to-own's largest companies, Rent-A-Center and Aaron's—as publicly traded companies, they are required to post their financials.

THE RENT-TO-OWN NICHE

Many customers use their rent-to-own payment history to help establish credit for home ownership and help acquire a credit-worthy status. In fact, brokers and lenders around the country are beginning to use alternative scoring systems that factor in non-traditional scoring reports from national bureaus then mix in information that includes regular payment histories such as rent-to-own payments.

Rent-to-own fills a valuable economic niche in the marketplace and research indicates that RTO is used by a wide variety of consumers—from college students and military personnel to those who must relocate often or those who simply want the latest and greatest wide-screen TV for the big game this weekend. Yes, you pay more for rent-to-own. You pay more because you get more from the transaction. And in today's economy, market dynamics are driving rent-to-own prices down while keeping the same valuable services retail cannot provide.



The Rent-to-Own Industry

THE RTO CUSTOMER

THE RENT-TO-OWN CUSTOMER

The rent-to-own transaction is the most flexible transaction in the marketplace today. The fact that customers can return a product at any time for any reason distinguishes itself as a unique and valuable transaction filling many niches. Consumers have choices.

They can buy used merchandise, which many customers do through their local rent-to-own store. Consumers can save the money and buy outright. And, recently with the new credit scoring system developed by Credco, many consumers choose rent-to-own to begin a payment plan that demonstrates a payment history, thus elevating those consumers into—or a return to—credit-worthy status.

Only rent-to-own offers the consumer the flexibility of a no-obligation, no-penalty return transaction that provides an ownership option and, now, the choice to show financial stability that can help the consumer to home ownership and beyond. The rent-to-own customer spans a diverse group of consumers with varying needs:

- Rent-to-Own Fulfills Immediate Needs
- Rent-to-Own Fulfills Short-Term Needs
- Rent-to-Own Helps Those Wanting To Avoid A Big Investment In An Uncertain Purchase
- Rent-to-Own Offers A Long-Term Ownership Option





RENT-TO-OWN FULFILLS IMMEDIATE NEEDS

THE BIG-SCREEN TV FOR THE BIG GAME

One of the busiest periods for the rent-to-own industry is during Super Bowl weekend when millions of Americans rent a big-screen television and extra furniture for their Super Bowl party. Rent-to-own's delivery, set-up and pick-up service make it easy and affordable.

THE REFRIGERATOR IS BROKEN

When your appliances such as your refrigerator is being repaired and you do not want to live out of an ice chest for a week, rent-to-own can deliver, set-up and pick-up a refrigerator for your short-term use, making your inconvenience a small one.

RENT-TO-OWN FULFILLS SHORT-TERM NEEDS

SEASONAL WORK

Rent-to-own dealers help furnish the spring-training housing for many professional sports teams such as the Cincinnati Reds and Los Angeles Dodgers. These athletes have been relocated for a few months and need furnishings while they dust off their throwing arms or vie for a spot on the team. Rent-to-own offers the short-term renting solution to make their stay as pleasant and convenient as possible.

THE BUSINESS EXECUTIVE

Many business executives find themselves with short-term needs on a monthly, semi-annual or annual assignment. The no-obligation rent-to-own option in the marketplace allows them to furnish their temporary housing with current, name-brand products making their short-term stay a comfortable one.

THE SEASONAL TRAVELER

Many retired northerners flock to the Southern U.S. during the winter months. Rent-to-own makes it convenient for these travelers to update their furnishings without locking them into a long-term commitment.

RENT-TO-OWN HELPS THOSE WANTING TO AVOID A BIG INVESTMENT IN AN UNCERTAIN PURCHASE

MUSICAL INSTRUMENTS

One of the most popular products offered on a rent-to-own basis is musical instruments. Many parents worry that their children might lose interest in a musical instrument and are hesitant to put a purchase of that kind on the family credit card. This uncertainty plays a role in the consumer's choice. Rent-to-own gives the consumer the flexibility to discontinue payments at any time should the child lose interest in the musical instrument. It also provides the added benefit of applying payments to ownership should the consumer decide she/he would like that option. No other transaction in the marketplace provides the flexibility in terms of ownership and payment options with a no-penalty return.

COMPUTER RENTALS

With the rapid change in technology, many consumers are renting computers and turn them in when a newer model is available.

FLEXIBILITY IN DECOR

Many decorators know that rent-to-own carries the quality, name-brand furniture they want, giving them the flexibility to change decor frequently. Rent-to-own gives the consumer many choices traditional retail does not.

RENT-TO-OWN OFFERS A LONG-TERM OWNERSHIP OPTION

BANKRUPTCIES AND CREDIT ISSUES

With the recent tightening of bankruptcy laws, many consumers find their credit so damaged that options are limited. That's not the case with rent-to-own. Because credit is not a factor when renting-to-own, many consumers turn to rent-to-own to continue to find the name-brand home furnishings they need and want. With rent-to-own prices being lowered throughout the country and the many payment options rent-to-own provides, rent-to-own is quickly becoming the option among few options for many in the marketplace.

FOR THOSE WHO CANNOT AFFORD TO BUY OUTRIGHT

A recent financial survey reported that there are more than 50 million un-banked consumers in the economy that traditional retail avoids or rejects. Rent-to-own is there to offer these consumers the option of obtaining the home furnishings they need without the obligation found in a credit agreement. With uncertain employment or fixed incomes, rent-to-own provides consumers with an option for new, brand-name merchandise with payment options to make it affordable and competitive to retail. If a consumer chooses to pay weekly payments for two years, that consumer pays much more for the merchandise than if the consumer pays monthly payments for six months—which is a payment plan much more competitive with retail.



The Rent-to-Own Industry

RTO CONSUMER TIPS FOR CONSUMERS IN TOUGH ECONOMIC TIMES

In tough economic times, rent-to-own can be a viable means for millions of American consumers to acquire appliances, furniture, electronics and computers. Especially at a time when consumer credit is scarce and when existing credit lines are being cut, the rent-to-own transaction can be especially useful to the credit-challenged because it never incurs debt or requires a credit check. Additionally, the customer is never obligated to make the next payment and can return the product at any time for any reason.

HOWEVER, THE TRANSACTION MAY NOT BE RIGHT FOR EVERYONE AND CUSTOMERS NEED TO USE THE OPTION TO THEIR BEST FINANCIAL ADVANTAGE. LISTED BELOW ARE SOME RENT-TO-OWN TIPS FOR CONSUMERS.

- **SHOP AROUND**

The rent-to-own industry is very competitive and will bend over backwards to attain your business, so use this fact to your advantage.

- **ASSESS YOUR PAYMENT OPTIONS**

Use the 90-days-same-as-cash option, if possible. If you make the payments according to contract, in 90 days you'll have a refrigerator – or other home product – at an affordable price in the market that is significantly cheaper than paying over time with a credit card.

- **IF YOU CANNOT FULFILL THE THREE-MONTH OPTION, CHOOSE THE RTO PLAN THAT'S RIGHT FOR YOU**

The final price will still be less when payments are fewer. Some rent-to-own companies offer 180-days-same-as-cash plans.

- **EXERCISE THE EARLY-PURCHASE OPTION**

The early-purchase option can reduce the total rent-to-own price by 50 percent of remaining payments.

- **IT'S ABOUT FLEXIBILITY, BUT "LEAST/SHORTEST" IS CHEAPEST**

Choose the least number of payments over time to save considerable money. Rent-to-own stores offer the flexibility of choosing your own payment plan.

- **ASK ABOUT PAYMENT-REINSTATEMENT RIGHTS**

Make sure the rent-to-own company offers a payment-reinstatement option. If you return a product for any reason then at a later date you can reinstate your previous payment history toward final ownership of the product. Most state rent-to-own laws mandate a payment-reinstatement option and some stores offer a "lifetime payment reinstatement" option.

The Association of Progressive Rental Organizations (APRO) has spent more than 25 years improving rent-to-own business practices to become one of the most vibrant consumer industries in America.

For more information on rent-to-own, contact Richard May at (800) 204-2776, ext. 104.



The Rent-to-Own Industry

RTO REPORTS & STUDIES

SURVEY OF RENT-TO-OWN CUSTOMERS

(This report is most beneficial to policy makers, news reporters, legal and legislative analysts)

Published by the *Federal Trade Commission's Bureau of Economics*

While there has been considerable debate concerning the rent-to-own industry over the past decade or more, there has been little independent systematic examination of the typical experience of rent-to-own customers. FTC staff attempted to fill this gap by conducting a nationwide survey of rent-to-own customers. Between December 1998 and February 1999, more than 12,000 randomly selected U.S. households were surveyed, identifying more than 500 rent-to-own customers who were interviewed about their experience with rent-to-own stores. The survey is the first study on rent-to-own customers and the industry by a federal governmental body.

 [Download This Report](#)

APRO ANNUAL INDUSTRY STATISTICAL SURVEY AND TREND ANALYSIS

(This survey is most beneficial to financial analysts, investors, news reporters and new RTO business owners)

Every year, APRO commissions Industry Insights to conduct a benchmark study on the financial state and economic impact of the rent-to-own industry. Industry Insights has been conducting its survey since 1993 and has helped build the financial story for the rent-to-own industry for its future from its past. The survey measures the most predominant economic impact and financial figures defining rent-to-own's economic health, such as annual revenue, number of customers, number of stores, etc.

[Click here to view graphs derived from the annual rent-to-own industry survey results.](#)

It is very important that all APRO members participate in the annual survey. The numbers generated from this survey have built the rent-to-own industry's financial and economic story,

thereby contributing to the industry's financing, public offerings, media relations and governmental representation. In 2006, APRO leaders went to great lengths to streamline the survey and provide an easy way to complete the survey through an online process. The survey questions are posted online in the spring and compiled in the summer for release in the fall. The survey results are provided free to those APRO members who participate in that year's survey. Copies can also be obtained by contacting Shelley Martinek (ext. 109) or Richard May by [e-mail](#) or by calling (800) 204-2776, ext. 104. For rental dealers who do not participate in the survey, copies cost \$500. The survey is available only to APRO members.

RENT-TO-OWN POTENTIAL CUSTOMER PERCEPTION AND TREND ANALYSIS

(This analysis is most beneficial to current rent-to-own owners, advertisers and regional/store managers)

With rent-to-own serving only 3 million customers from the 45 million Americans fitting the economic demographic of the rent-to-own customer, industry leaders have been grappling at how to attract the potential customer to their stores and to the rent-to-own concept. In 1997, APRO turned to Trenholm Research Group to identify the major obstacles and perceptions of the rent-to-own industry with the potential customer who fit the

RTO demographics but do not rent-to-own. APRO commissioned Trenholm Research Group again in 2004 to follow up the survey and provide the statistical framework on how to better market the RTO business to the customer that should be using it. This report is available to APRO members only. Please contact Richard May by [e-mail](#) or by calling (800) 204-2776, ext. 104, to obtain a copy of this report.

RENT-TO-OWN AGREEMENTS: PURCHASES OR RENTALS?

(This article is most beneficial to policy makers, news reporters, legal and legislative analysts)

By Michael H. Anderson and Raymond Jackson

Published in the *Journal of Applied Business Research* – Spring 2003

The rent-to-own business has emerged as an important component of the retailing sector. A common perception of RTO is that it is a disguised, high-interest installment agreement as most consumers eventually acquire the contracted merchandise by making all scheduled payments. The authors of this study examine the nature of RTO agreements by using a unique data set of more than 350,000 transactions drawn from 100 RTO stores in 46 states. The main result is that RTO agreements are more frequently used for short-term needs rather than as a method of acquisition. Legislative and legal efforts to classify RTO agreements as primarily installment contracts cannot be justified by their statistically proven pattern of use in the marketplace.

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A RECONSIDERATION OF RENT-TO-OWN

(This article is most beneficial to policy makers, news reporters, legal and legislative analyst)

By Michael H. Anderson and Raymond Jackson

Published in the *Journal of Consumer Affairs* – Winter 2001

University of Massachusetts finance professors Michael Anderson and Ray Jackson began their independent financial analysis and research of the rent-to-own transaction and industry after reviewing the market and realizing the that industry has been academically untapped in regards to institutional research. As a consequence, the two professors began their series of studies with the rent-to-own industry with “A Reconsideration of Rent-to-Own” that investigates the market value and customer pattern rent-to-own provides in the American economy. “A Reconsideration of Rent-to-Own” is the introductory study of a series of research models and papers Anderson, Jackson - and later Sanjiv Jaggia--are conducting regarding the rent-to-own transaction and its impact on the American economy.

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THE RENT-TO-OWN INDUSTRY

(This chapter is most beneficial to policy makers, news reporters, legal and legislative analysts)

By Doug Schuler and Gerry Keim

Published in the *Cases of Business Ethics College Textbook* – Winter 2006

The rent-to-own business faced the most pressing public relations and government relations crisis an industry can ever face. Read the dynamics of a Congress wanting an entire industry put out of business and a front page Wall Street Journal article that began the attack. What did the rent-to-own industry to successfully turn around these dire circumstances to become even more successful and accepted into the American market and society? The rent-to-own trade association, APRO, is the real-life case study for college business, political science and public relations students to study how an industry and trade association turns their most detrimental crises into a business, political and public relations success. For more information on this paper, contact Richard May by [e-mail](#) or by calling (800) 204-2776, ext. 104.

UNDERSTANDING THE ASSET LIMITED INCOME CONSTRAINED (ALIC) CONSUMER

(This paper is most beneficial to policy makers, news reporters, legal and legislative analysts)

By Jim Witte and John Mittelstaedt

Released at the *Macro Marketing Conference*
Washington, D.C. – Summer 2007

Two Clemson University Sociology Professors are studying the newly coined Asset Limited Income Constrained (ALIC) consumer in America. The rent-to-own customer represents the newly coined

demographic and the sociological reasons why ALIC consumer choose very carefully and directly the choices they make as an ALIC consumer. For more information on this paper, please contact Richard May by [e-mail](#) or by calling (800) 204-2776, ext. 104.

RENTING THE GOOD LIFE: A LAW AND ECONOMICS RESEARCH PAPER

(This paper is most beneficial to policy makers, news reporters, legal and legislative analysts)

By Jim Hawkins

Published in the *William & Mary Law Review* – Spring 2008

The rent-to-own business has been inspected by legal and legislative scholars for the past thirty years with a negative and mistaken premise. The University of Texas law student dissects the legal arguments against rent-to-own and its ramifications with public policy and the market.

For more information or to view a copy, please contact Richard May by [e-mail](#) or by calling (800) 204-2776, ext. 104.



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