

MOTOR VEHICLE DEALER BOARD DEALER PRACTICES COMMITTEE

TENTATIVE AGENDA

**Monday, March 12, 2012
9:00 a.m.**

The Dealer Practices Committee of the Motor Vehicle Dealer Board will hold a meeting in Room 702 of the DMV Headquarters Building at 2300 West Broad Street in Richmond.

This is a regular meeting of the Committee. Business will be conducted according to items listed on the Agenda.

I. Call to Order

II. Public Comment Period

- * Public comments are limited to those topics that are listed on this Agenda

III. Approval of the January 9, 2012 Meeting Summary

IV. Old Business

- * Update: January Actions – Tommy Woodson
- * Old Business from the Floor

V. New Business

- * Review and Action: Informal Fact-Finding Conferences:
 - Amera-USA, Inc. and Christian H. Crawford* **Tab 1**
 - Ray's Auto Recovery Sales Rental, LLC and Raymond A. Wilborne* **Tab 2**
 - Marlin Motors, Inc. and Jeffrey H. Fox* **Tab 3**
- * Review and Action: Formal Hearing:
 - Cars Unlimited and Scotty M. Laughlin* **Tab 4**
- * New Business from the Floor
- * Scheduling of May 2012 Committee Meeting

VI. Adjourn

The Public Comment Period will be subject to the Board's "Guidelines for Public Comment."

MOTOR VEHICLE DEALER BOARD LICENSING COMMITTEE

TENTATIVE AGENDA

**Monday, March 12, 2012
Immediately following Dealer Practices**

The Licensing Committee will hold a meeting in Room 702 of the DMV Headquarters Building at 2300 West Broad Street in Richmond.

This is a regular meeting of the Committee. Business will be conducted according to items listed on the Agenda.

I. Call to Order

II. Public Comment Period

* Public comments are limited to those topics that are listed on this Agenda

III. Approval of the January 9, 2012 Meeting Summary.

IV. Old Business

- * Update: January Actions – Jimmy Whitten
- * Update: Independent Dealer Operator Recertification – Prin Cowan/Ann Majors
- * Old Business from the Floor

V. New Business

- * Review and Action: Informal Fact-Finding Conferences:

<i>Joseph T. Byrum and A-1 Four Wheel Deals, Inc.</i>	.	.	.	Tab 5
<i>Michael Crutchfield and East End Auto Sales, Inc.</i>	.	.	.	Tab 6
<i>Robert Hillmer, Salesperson</i>	.	.	.	Tab 7
<i>Hamid R. Mahjor and HRM Auto, LLC</i>	.	.	.	Tab 8
- * TrueCar and Similar Companies:

<i>Do They Meet The Definition of a "Dealer"</i>	.	.	.	Tab 9
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- * New Business from the Floor
- * Scheduling of May 2012 Committee Meeting

VI. Adjourn

The Public Comment Period will be subject to the Board's "Guidelines for Public Comment".

MOTOR VEHICLE DEALER BOARD ADVERTISING COMMITTEE

TENTATIVE AGENDA

Monday, March 12, 2012

Immediately following Licensing Committee

The Advertising Committee will hold a meeting in Room 702 of the DMV Headquarters Building at 2300 West Broad Street in Richmond.

This is a regular meeting of the Committee. Business will be conducted according to items listed on the Agenda.

I. Call to Order

II. Public Comment Period

* Public comments are limited to those topics that are listed on this Agenda

III. Approval of the January 9, 2012 Meeting Summary.

IV. Old Business

* Update: TrueCar and Other Lead Generation Models . . . **Tab 10**
* Old Business from the Floor

V. New Business

* Review and Action: Informal Fact-Finding Conferences:
 Charles Barker Infiniti, Inc. and Nathan Drory . . . **Tab 11**
* New Business from the Floor
* Scheduling of May 2012 Committee Meeting

VI. Adjourn

The Public Comment Period will be subject to the Board's "Guidelines for Public Comment."

MOTOR VEHICLE DEALER BOARD TRANSACTION RECOVERY FUND COMMITTEE

TENTATIVE AGENDA

**Monday, March 12, 2012
Immediately following Advertising**

The Motor Vehicle Transaction Recovery Fund Committee will hold a meeting in Room 702 of the DMV Headquarters Building at 2300 West Broad Street in Richmond.

This is a regular meeting of the Committee. Business will be conducted according to items listed on the Agenda.

I. Call to Order

II. Public Comment Period

* Public comments are limited to those topics that are listed on this Agenda

III. Approval of the January 9, 2012 Meeting Summary.

IV. Old Business

- * Update: Legislative Study Committee – Bruce Gould
- * Old Business from the Floor

V. New Business

- * Review and Action on the "Request Approval For Payment" – Bruce Gould
 - Antonio Bunch and Showcase Select Imports* . . . **Tab 12**
 - Edward B. Porter and Showcase Select Imports* . . . **Tab 13**
 - Lakeisha Williams and Rivera Motors, LLC* . . . **Tab 14**
 - Shaka K. Farrier and Auto Line of Norfolk, Inc.* . . . **Tab 15**
- * New Business from the Floor
- * Scheduling of May 2012 Committee Meeting

VI. Adjourn

The Public Comment Period will be subject to the Board's "Guidelines for Public Comment".

MOTOR VEHICLE DEALER BOARD

TENTATIVE AGENDA

Monday, March 12, 2012

DMV Headquarters Building

10:00 a.m.

Or immediately following Transaction Recovery Fund

I. Chairman's Welcome

Approval of the January 9, 2012 Meeting Summary

II. Public Comment Period

III. Statutory Committee Reports

* Dealer Practices Committee – Tommy Woodson

* Review and Action: Informal Fact-Finding Conferences:

Amera-USA, Inc. and Christian H. Crawford **Tab 1**

Ray's Auto Recovery Sales Rental, LLC and Raymond A. Wilborne **Tab 2**

Marlin Motors, Inc. and Jeffrey H. Fox **Tab 3**

* Review and Action: Formal Hearing:

Cars Unlimited and Scotty M. Laughlin **Tab 4**

* Committee Report

* Licensing Committee – Jimmy Whitten

* Review and Action: Informal Fact-Finding Conferences:

Joseph T. Byrum and A-1 Four Wheel Deals, Inc. **Tab 5**

Michael Crutchfield and East End Auto Sales, Inc. **Tab 6**

Robert Hillmer, Salesperson **Tab 7**

Hamid R. Mahjor and HRM Auto, LLC **Tab 8**

* TrueCar and Similar Companies:

Do They Meet the Definition of a "Dealer". **Tab 9**

* Committee Report

* Advertising Committee – Tommy Woodson

* Update: TrueCar and Other Lead Generation Models. **Tab 10**

* Review and Action: Informal Fact-Finding Conferences:

Charles Barker Infiniti, Inc. and Nathan Drory **Tab 11**

* Committee Report

* Transaction Recovery Fund Committee – Lynn Hooper

* Review and Action: Informal Fact-Finding Conferences:

Antonio Bunch and Showcase Select Imports **Tab 12**

Edward B. Porter and Showcase Select Imports **Tab 13**

Ladeisha Williams and Rivera Motors, LLC **Tab 14**

Shaka K. Farrier and Auto Line of Norfolk, Inc. **Tab 15**

* Committee Report

IV. Old Business

* General Assembly Update – Bruce Gould

V. New Business

* Scheduling of March 2012 Committee/Board Meetings

VI. Executive Director's Report

VII. Adjourn