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**Inside this issue:**

<u>Salesperson Applications</u>	1
<u>Proof of Safety Inspection</u>	1
<u>Upcoming Events</u>	2
<u>Virginia Dealers in the News</u>	2
<u>Amazon in Arlington</u>	4
<u>Cybersecurity Basics</u>	5
<u>FTC Disclosures</u>	5
<u>DMV News</u>	6
<u>Board Actions</u>	7
<u>Dealer-Operator</u>	9
<u>What's Wrong With This Picture?</u>	10

## MOTOR VEHICLE DEALER BOARD



### *Salesperson Applications*

Regarding MVDB forms, be sure to completely fill out all forms in their entirety. For example, in the MVDB 61, be sure that both the applicant AND the dealer sign the fully completed form. The Board recommends that the applicant enter all the information in sections (1), (2), and (3) of the MVDB 61 and sign at the bottom of section (3). In section (3), if the applicant has convictions, **be sure to truthfully disclose** convictions by checking the appropriate box "yes." Convictions alone may not exclude an applicant from being licensed, but checking "no" on the application, when the background check reveals convictions, is considered a material misstatement. Next, the dealer should review the application for accuracy, complete section (4), sign as the employing dealer, and include the proper fee before mailing the application to the Board. It is further recommended that applicants should not sign a blank form, nor should a dealer sign a form that is blank. This ensures that there is no misunderstanding or material misstatement transmitted to the Board that can delay or deny an application. Finally, remember that applicants may NOT engage in any sales activities until the sales license is processed by MVDB, mailed to the dealership, and in possession of the salesperson. Click [HERE](#) for the latest MVDB 61.

### *Proof of Safety Inspection*

Some dealers have failed to provide proof of state safety inspection for their retail sales as required by Va. Code. Recent MVDB field inspections revealed that many dealers mistakenly believed they could access the safety inspection information online from the Va. State Police, only to find that the inspection record was not available. Safety inspection records from the State Police can only be accessed for a limited amount of time. To ensure the dealer retains documentation of the safety inspection, the Board recommends dealers make a photocopy of the inspection certificate and maintain a copy with their dealer records. Creating a photocopy or scanned document of the safety inspection certificate ensures the dealer will always be able to provide proof of safety inspection prior to retail sale, as is required by Va. Code [§46.2-1529](#). Va. Code [§46.2-1539](#) states in part that a dealer shall safety inspect a vehicle between the time the vehicle comes into the possession of the dealer and the time the vehicle is sold at retail.

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## Upcoming EVENTS

### BOARD MEETINGS

All Meetings are held at DMV Headquarters  
2300 W. Broad Street, Room 702  
Richmond, VA

**Monday, January 14, 2019**

#### Dealer Practices Committee Meeting

**Time: 9:00 a.m.**

#### Licensing Committee Meeting

Time: Immediately following Dealer Practices Committee

#### Advertising Committee Meeting

Time: Immediately following Licensing Committee

#### Transaction Recovery Fund Committee Meeting

Time: Immediately following Advertising Committee

#### Full Board Meeting

**Time: 10:00 a.m.** or 15-30 minutes immediately following Transaction Recovery Fund Committee meeting.

## MVDB will be closed



- ◆ Monday, December 24
- ◆ Tuesday, December 25
- ◆ Monday, December 31
- ◆ Tuesday, January 1, 2019
- ◆ Friday, January 18
- ◆ Monday January 21

## Virginia Dealers in the News

**Ron Kody, Richmond Ford**

The nomination of Ron Kody, president of Richmond Ford, a Ford and Lincoln dealership in Richmond, Virginia, for the 2019 TIME Dealer of the Year award was announced in October by TIME. Kody is one of a select group of 51 dealer nominees from across the country who will be honored at the 102<sup>nd</sup> annual NADA show in San Francisco on January 25, 2019.

The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. Kody and his staff are actively involved in various causes, including an annual St. Jude Children's Research Hospital Radiothon, he supports Susan G. Komen (Race for the Cure); Alzheimer's Association (Walk to End Alzheimer's); MADD (Mothers Against Drunk Driving) Tie One on for Safety (campaign to prevent drunk driving around the holidays); and the Wildlife Foundation of Virginia, to name a few.

Kody, 59, was chosen to represent the VADA in the national competition – one of only 51 auto dealers nominated for the 50<sup>th</sup> annual award from more than 16,000 nationwide.

In 2007, Kody founded Richmond Ford and today, he also owns Richmond Ford West in Glen Allen, Virginia, as well as Richmond Ford Commercial Trucks and Richmond Ford Collision Center, both in Richmond. An advocate for dealers throughout the state, Kody was appointed by the governor to serve on the Virginia Motor Vehicle Dealer Board, for which he is vice chairman. <https://www.timedealerofttheyear.com/>

### Liza Borches, Carter Myers Automotive

Carter Myers Automotive is hiring more female service advisers across its 13 dealerships by prioritizing candidates' potential over their experience. At the Charlottesville, Va., dealership group, 18 of 40 service advisers — 45 percent — are women. That puts the retailer well beyond its peers. In 2016, women filled 19% of service adviser positions, according to the 2017 NADA Dealership Workforce Study. Dealership group managers, all the way up to CEO Liza Borches, have made a concerted effort to encourage women with the skill set and aptitude to be a service adviser to apply for the jobs even though they have no technical experience in a shop. As the number of female advisers grew during the past three to four years, the dealership group has increased customer-paid labor sales and hours per repair order. Across its dealerships, 25 percent of the Carter Myers work force is female. That's six percentage points higher than the rate of women working in dealerships in 2016, according to the 2017 NADA Dealership Workforce Study. Click [HERE](#) for the full story.

*Cont'd from pg. 2*

## ***Virginia Dealers in the News***

### **Dennis Ellmer, Priority Automotive**

A Virginia automotive dealer is joining with a local sheriff and community college to train non-violent offenders in the Norfolk City Jail as automotive technicians. Dennis Ellmer, President of Priority Automotive, believes the new Priority Technical Training Center can help put a stop to the revolving door at the Norfolk City Jail while helping his 21 auto dealerships in Virginia and North Carolina answer a nationwide shortage of auto technicians. "This may seem like an unlikely partnership, but it just makes perfect sense," said Priority Automotive President Dennis Ellmer, who was joined by Virginia Gov. Ralph Northam during a formal dedication ceremony on Thursday, Sept. 27. "Teaching non-violent offenders to make a good honest living is good for our communities, good for our law enforcement agencies, and good for Priority Automotive." Built and funded entirely by Priority Automotive, the new training center features 12 repair bays, and will train 15 non-violent offenders for careers in automotive repair through a 2-year certified program offered by Tidewater Community College. Priority is paying 100% of the trainees' tuition, and will offer each trainee a full-time job with benefits once they finish the two-year program. Norfolk Sheriff Joe Baron said it costs Norfolk taxpayers an average of \$26,000 to house a single offender for one year. Click [HERE](#) for the full story.

### **Geoff Malloy, Malloy Toyota**

Messiah Johnson, of Norfolk, admires the car given to him by Malloy Toyota on November 3 as the dealership's general manager, Evelyn Akers, handed him the keys. Johnson was pardoned by former Virginia Gov. Terry McAuliffe after being wrongfully convicted of a Norfolk beauty salon robbery in 1998 and sentenced to 132 years in prison. Messiah Johnson received a 2015 Toyota Corolla from Malloy Toyota after the Winchester dealership was contacted by The Innocence Project at the University of Virginia School of Law, which began working to free Johnson from prison in 2011. Click [HERE](#) for the full story.

### **Jeffrey Wine, Wine Automotive**

Wine Automotive in Chesapeake Virginia decided to spend Black Friday giving instead of selling by surprising a single mother of seven with a brand new car. Around 2 p.m. Friday, Tiffany O'Neal of Hampton thought that she was just getting a ride to bring her 15-year-old son to a job interview at Wine Automotive on Battlefield Boulevard in Chesapeake. Things didn't clear up initially when dealership owner Jeff Wine pulled a 2011 Buick Enclave around the corner. It wasn't until Wine got out of the car and handed O'Neal the keys that she realized what was going on. "I'm a firm believer that if you give, it will come back to you." Wine said. Wine purchased the former Great Bridge Auto Sales earlier this year, and came up with an idea to give away a car every month to someone in need. Click [HERE](#) for the full story.

### **Michael Bor, Car Lotz**

In November, CarLotz announced the opening of a new location in San Antonio Texas, continuing a 2018 growth pattern that has also included new stores in Florida and Illinois. CarLotz launched in 2011 in Virginia, eventually adding other locations in the Old Dominion area and North Carolina before expanding further this past year. CarLotz is also targeting California, New England and Texas for further expansion. San Antonio is the company's eighth location. Click [HERE](#) for the full story.

## **Reminders...**

ALL IDO's of independent dealerships must at some point in time, recertify their IDO qualification every three years by either taking an online course, classroom course, or by passing a DMV test. Click [HERE](#) for more information and [HERE](#) to determine your recertification deadline. Please note that dealers with [Franchise](#) endorsements are exempt from recertification. If you are unclear on your recertification deadline, or any other recertification questions, please contact Ann Majors at the MVDB. She may be reached at 804-367-1100 x 3016, or email at [ann.majors@mvdv.virginia.gov](mailto:ann.majors@mvdv.virginia.gov).

*[Back to pg. 1](#)*

## *Amazon in Arlington*

Governor Ralph Northam announced that Amazon, Inc. will invest approximately \$2.5 billion to establish a major new headquarters in Virginia that will create more than 25,000 high-paying jobs over 12 years. The headquarters will be housed in a collection of new and renovated buildings located in National Landing, which includes portions of Pentagon City and Crystal City in Arlington County, Virginia and Potomac Yard in the City of Alexandria, Virginia. Amazon's initial growth is expected to be focused in the Crystal City and Pentagon City portions of National Landing.

Virginia successfully secured the project through an unprecedented state, local, and regional partnership after a 14-month competitive site selection process during which Amazon received 238 proposals from communities across North America. The economic benefits of the Amazon project will be shared throughout the Commonwealth and are expected to result in more than \$3.2 billion in new state general fund revenues over the 20-year incentive term with Amazon, after accounting for direct company incentives. In addition to the 25,000 direct jobs Amazon will create, the Commonwealth estimates the creation of more than 22,000 permanent, direct, and indirect jobs in Virginia.

### **As part of the Commonwealth's long-term incentive agreement with Amazon for the creation of at least 25,000 jobs, Virginia will:**

- Provide post-performance incentives to Amazon that will be paid annually based on job creation and wage levels, with minimum average wages of at least \$150,000. Subject to General Assembly approval, the company will be eligible to receive up to \$22,000 per job or up to \$550 million in incentives. Additional incentives would be available if Amazon creates more than 25,000 jobs; and
- Invest up to \$295 million of non-general fund money in transportation projects that will improve mobility in the region, including additional entrances to the Metro stations at Crystal City and Potomac Yard, improvements to Route 1, a connector bridge from Crystal City to Washington National Airport, and a transitway expansion supporting Pentagon City, Crystal City, and Potomac Yard. Additional funding would be available if Amazon creates more than 25,000 jobs.

### **To support the growth of the technology sector across the Commonwealth, Virginia will:**

- Make performance-based investments in bachelor's degree programs in computer science and related fields that will be distributed statewide based upon a negotiated agreement with each public university or community college that wishes to participate;
- Make performance-based investments of up to \$375 million over 20 years for new master's degree programs in computer science and related fields at George Mason's Arlington campus and for Virginia Tech to establish a new Innovation Campus in Alexandria, both of which are subject to a one-to-one match from the universities with philanthropic funds; and
- Invest \$50 million over 20 years in K-12 tech education and internship programming to connect higher ed students to tech jobs.

In addition to the Commonwealth's investments, Arlington County and the City of Alexandria plan to fund over \$570 million to date for transportation projects, including rail connections, transit facilities, multi-modal streets, and corridor connectivity serving the site. Arlington County and the City of Alexandria are also actively pursuing additional funding opportunities to advance investments in this corridor.

Amazon's existing presence in the Commonwealth is already substantial, including 8,500 full-time employees, and 28,000 small and medium-sized businesses that use the site as a platform for sales. Their operations in Virginia include six fulfillment and sort centers, three Prime Now hubs, six solar facilities, several large data centers, and the East Coast campus of Amazon Web Services. Since 2011, the company has invested over \$29 billion in Virginia, including cloud and customer fulfillment infrastructure as well as compensation to its teams.

For more information and the full text of Virginia's proposal to Amazon, click **HERE**.



## Cybersecurity Basics

As a small business owner, you know that cyber criminals will steal data any place they can find it, whether it's from a global giant or a Main Street store. So where can you find just-the-facts security advice tailored to your needs? At [ftc.gov/cybersecurity](http://ftc.gov/cybersecurity). The FTC has boiled it down to a dozen need-to-know topics for small businesses and we'll address one each week in the Business Blog. First up: Cybersecurity Basics, which sets the stage for steps your company should take.

Cybersecurity Basics offers practical tips on protecting your files and devices, securing your wireless network, and making smart security "business as usual" at your business. Here are just a few things you'll learn by downloading the factsheet and watching the video:

- Why you should set your apps, web browsers, and operating systems to update automatically;
- Three key steps to help secure your router;
- Multi-factor authentication: What it is and why it should matter to your business; and
- How planning for the "what ifs" may help keep your business running even if you experience a data breach.

## Reminders...

Effective October 1, 2018 mopeds are subject to the motor vehicle sales and use tax and exempt from the retail sales and use tax. The motor vehicle sales and use tax will be imposed on the vehicle's sales price at the same rate as the retail sales and use tax. The motor vehicle sales tax rate will be levied at 6 percent in Hampton Roads and Northern Virginia, and 5.3 percent in the rest of Virginia. Minimum sales and use tax of \$75 does not apply to mopeds. If you do not have proof of the sales price that you paid for the vehicle, the sales and use tax will be levied on the official NADA average retail value at the rate of six percent in Hampton Roads and Northern Virginia, and 5.3 percent in the rest of Virginia.

If a moped is operated in excess of 35 mph or has a motor that displaces more than 50 CCs, it is considered a motorcycle. You would then be required to comply with all vehicle registration, insurance and inspection requirements, and driver licensing laws.

Additional moped titling and registration information can be found in the "[Mopeds in Virginia](#)" brochure, or contacting DMV.

Another key component of Cybersecurity Basics is the importance of training your staff. The FTC's new materials – which the Small Business Administration, National Institute of Standards and Technology (NIST), and the Department of Homeland Security are also promoting – are purpose-built for in-house training or a series of staff meetings. Show this video to introduce your employees to the importance of cybersecurity.

[https://www.ftc.gov/tips-advice/business-center/small-businesses/cybersecurity?utm\\_source=govdelivery](https://www.ftc.gov/tips-advice/business-center/small-businesses/cybersecurity?utm_source=govdelivery)

## FTC Disclosures

To make a disclosure "clear and conspicuous," advertisers should use plain and unambiguous language and make the disclosure stand out. Consumers should be able to notice the disclosure easily. They should not have to look for it. In general, disclosures should be:

- close to the claims to which they relate;
- in a font that is easy to read;
- in a shade that stands out against the background;
- for video ads, on the screen long enough to be noticed, read, and understood; and
- for audio disclosures, read at a cadence that is easy for consumers to follow and in words consumers will understand.

A disclosure that is made in both audio and video is more likely to be noticed by consumers. Disclosures should not be hidden or buried in footnotes, in blocks of text people are not likely to read, or in hyperlinks. If disclosures are hard to find, tough to understand, fleeting, or buried in unrelated details, or if other elements in the ad or message obscure or distract from the disclosures, they don't meet the "clear and conspicuous" standard. With respect to online disclosures, FTC staff has issued a guidance document, "[.com Disclosures: How to Make Effective Disclosures in Digital Advertising](#)," which is available on [ftc.gov](http://ftc.gov).

# DMV News

## Become an Online Dealer

Do you want to save time and money? The Online Dealer program allows dealers to avoid the inconvenience of waiting in line and spending time in DMV customer service centers. Processing online makes this simplistic - all taxes and fees are transferred electronically, eliminating the need to write checks. Customers can also obtain license plates, decals and registration card at the dealership instead of having to visit a DMV customer service center. The Program has been enhanced to allow additional title and registration transactions. The following title and registration transactions can be processed through the Program: title only (customer), title and registration,

title and transfer registration, title and transfer with registration renewal, courtesy vehicles, rental, leased, dealer title only (DTO) and many more.

As we enter the holiday season we expect an additional influx of customers, it is highly recommended that online dealers process any transactions that can be processed through the Online Dealer program. Processing through the online dealer program will help to avoid any extended wait times, and help to avoid the legislative \$15 manual transaction fee.

For a complete listing of transactions that can be processed through the Online Dealer program visit [www.dmv.virginia.gov/commercial/dealer/dealerezguide/](http://www.dmv.virginia.gov/commercial/dealer/dealerezguide/) and click the box titled FAQ. For additional information on the Online Dealer program visit [www.dmv.virginia.gov/commercial/#odealer/index.asp](http://www.dmv.virginia.gov/commercial/#odealer/index.asp). Sign up today with a vendor and save time.

## Reminders...

During a field inspection, MVDB field staff may ask you to produce W-2 records for all your licensed salespersons.

**SALESPERSONS MUST BE EMPLOYEES.** The Code of Virginia defines a salesperson as follows: “. .. (i) any person who is hired as an employee by a motor vehicle dealer to sell or exchange motor vehicles and who receives or expects to receive a commission, fee, or any other consideration from the dealer; (ii) any person who supervises salespersons employed by a motor vehicle dealer, whether compensated by salary or by commission; (iii) any person, compensated by salary or commission by a motor vehicle dealer, who negotiates with or induces a customer to enter into a security agreement on behalf of a dealer; or (iv) any person who is licensed as a motor vehicle dealer and who sells or exchanges motor vehicles. For purposes of this section, any person who is an independent contractor as defined by the United States Internal Revenue Code shall be deemed not to be a motor vehicle salesperson.”

## Dealer Title Only (DTO)

Dealer title only (DTO) also known as “title flips” are transactions whereby a dealer titles a vehicle in the dealership’s name without registration. This title transaction is tax free, and available to all online dealers through each vendors system which is programmed with this functionality. To ensure you have this capability or to learn how to use it, check with your vendor who can provide further details about their system. Processing DTO transactions through the vendors system is simple and efficient with two ways of retrieving your title. You can process the transaction at the dealership with a “CUST” held indicator and visit a DMV location to have the title released; or the title may be processed at the dealership without the “CUST” held and the title will be mailed to you from DMV Headquarters. We encourage dealerships with DTO capability to utilize this functionality.

# Board Actions

## Dealer Practices

### Administrative Actions:

**East Main Rides, LLC and Edward Lee Atkins.** Paid a \$250 civil penalty for failure to provide proof of salespersons paid on a W-2.

**Lifetime Auto Connection and Syed N. Ansari.** Paid a \$250 civil penalty for failure to maintain liability insurance for each d-tag.

**Friendship Motorsports and Mitch Walters.** Paid a \$4,000 civil penalty for unlicensed salespersons.

**Automaxx, LLC and Shannon Atkins & Travis Armstrong.** Paid a \$750 civil penalty for failure to maintain dealer records, processing fee sign, and failure to provide proof of safety inspection prior to retail sale.

**Best Auto Sale LLC and Elghotob Ould Dah.** Moved to debt set-off and suspended for failure to pay a \$250 civil penalty for failing to maintain posted business hours.

**Expo Auto Brokers LLC, and Michael Howard Martin.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**West Capitol Financial LLC and Gregory L. Armstead, Jr.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**A N Auto Sales and Abul Kalam Azad.** Moved to debt set-off and suspended for failure to pay a \$750 civil penalty for failure to maintain posted business hours.

**Motley Motors and Gary Rowland.** Paid a \$250 civil penalty for failure to maintain posted business hours.

**S & W Auto Sales and Shah Wali.** Paid a \$250 civil penalty for failure to maintain dealer records.

**Automax of Virginia, Inc. and Barry J. Adenauer.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**Ideal Motors LLC and Muhammad Satti.** Paid a \$1,000 civil penalty for failure to maintain liability insurance for each d-tag.

**Faith Motor Cars, LLC and John L. Dodd, Jr.** Paid a \$250 civil penalty for failure to maintain dealer records.

**Bary Motors Inc and Omar Abifaraj.** Paid a \$250 civil penalty for failure to provide proof a salespersons paid on a W-2.

**Meadowview Truck and Auto, Inc, and Richard Lee Boardwine.** Paid a \$1,250 civil penalty for misuse of D-tags, and displaying or selling from an unlicensed location.

**H & M Auto Group and Mustafa Jawadi.** Paid a \$250 civil penalty for failure to maintain dealer records.

**Haley Ford and James Pridgen, Jr.** Paid a \$250 civil penalty for failure to maintain dealer records, and failure to provide proof of safety inspection prior to retail sale.

**ADCF and Rushie McLeod.** Paid a \$500 civil penalty for failure to maintain posted business hours.

**Priced Right Car Sales, Inc and Claude Whited.** Paid a \$2,250 civil penalty for failure to pay salespersons on a W-2, and failure to maintain liability insurance on each D-tag.

**Premium Motors, Inc. and Khalid Majeed.** Paid a \$500 civil penalty for failure to maintain posted business hours.

# Board Actions

**Hopewell Auto Sales Too Inc. and Thomas Nunnally.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**Avon Motors and Gregory Love.** Paid a \$500 civil penalty for failure to maintain dealer records.

**Henrico Motor Group, LLC and Mohammad H. Mahmood.** Paid a \$3,500 civil penalty for failure to maintain liability insurance on each D-tag.

**Auto Sales Direct LLC and Mario O. Haskett.** Paid a \$1,500 civil penalty for failure to maintain dealer records, and failure to maintain liability insurance on each D-tag.

**Only Jeeps Virginia and Arnold Riggs.** Failed to pay a \$750 civil penalty, was suspended, and sent to debt set-off for displaying or selling vehicles from an unlicensed location.

## Licensing

### Informal fact-finding conferences:

**Franklin A. Valentine, Sales Applicant** – On September 4, 2018, an informal fact-finding conference was conducted to address the alleged violations of material misstatement on a sales application. Based on the information provided at the conference, the Board approved Mr. Valentine to apply for a Salesperson's license.

## Advertising

### Informal fact-finding conferences:

**A2Z Autos and Amir Zandinejad** – On September 17, 2018, an informal fact-finding conference was conducted to address the alleged violations of advertising on Craigslist under the owner category instead of the dealer category which is considered to be misleading. Also, failing to disclose the processing fee and dealer name or vadr. The advertisement used a contact number that did not belong to the dealership, which is considered misleading. Based on the information provided at the conference, the Board assessed a civil penalty \$1,600. Mr. Zandinejad may appeal this Board action to a Formal Hearing.

### Administrative Actions:

**Carmel Inc of Northern VA, t/a Car Web, and Farshad Fakhriyazdi.** Paid a \$250 civil penalty for an advertisement placed under the owner category instead of the dealer category. Also, advertisement failed to disclose the processing fee and used a contact number that did not belong to the dealership.

**Auto House LLC, and Sherzad Israilov.** Paid a \$250 civil penalty for advertising on Craigslist under the "owner" category instead of the "dealer" category. Also, failed to disclose the dealer name or vadr and the processing fee.

**Commonwealth Motorcars Sales and Service, LLC and Kashmiri Nasir.** Paid a \$250 civil penalty for failure to disclose the processing fee, and failed to disclose VADLR or the dealership name.

**Car Plus Incorporated and Samadov Samir.** Paid a \$250 civil penalty for advertising in the owner section instead of the dealer section, and did not disclose the processing fee or correct phone number for dealership.

**Five Star Motors and Lener J Paz Garcia.** Paid a \$250 civil penalty for advertising in the owner section instead of the dealer section, and did not disclose the processing fee or correct phone number for dealership.

For prior issues of Dealer Talk click [HERE](#)



# IMPORTANT NOTICE TO PROSPECTIVE DEALERS

The path to a Dealer-Operator license begins with a required two-day course of study each month at various community colleges in Virginia with the curriculum and instruction provided by VIADA. The course takes the attendee from establishing the dealership under local zoning and Dealer Board requirements, through the sales process with its multitude of forms, laws and regulations, into a sampling of opening and operating expenses, and ending with a discussion on ethics. The course is also open to all existing dealers and their employees.

## THE FOLLOWING COURSES ARE REGISTERED THROUGH VIADA,

CALL 1-800-394-1960 to register or visit [viada.org](http://viada.org)

Date	Location
<b><u>December 11-12</u></b>	<u>Reynolds Community College, 1651 E. Parham Rd, Henrico, VA 23228</u>
<b><u>January 15-16, 2019</u></b>	<u>Germanna Community College, 10000 Germanna Point Dr, Fredericksburg, VA 22408</u>
<b><u>January 29-30</u></b>	<u>Danville Community College, 121 Slayton Ave, Danville, VA, 24541</u>
<b><u>February 12-13</u></b>	<u>Paul D. Camp Community College, 100 N. College Drive, Franklin, VA 23851</u>
<b><u>February 26-27</u></b>	<u>Virginia Western Community College, 57 South Centre, Daleville, VA 24803</u>
<b><u>March 12-13</u></b>	<u>Reynolds Community College, 1651 E. Parham Rd, Henrico, VA 23228</u>
<b><u>March 26-27</u></b>	<u>Thomas Nelson Community College, 600 Butler Farm Rd, Hampton VA 23666</u>
<b><u>April 9-10</u></b>	<u>Blue Ridge Community College, 1 College Ln, Weyers Cave, VA 24486</u>
<b><u>April 23-24</u></b>	<u>Comfort Suites Manassas Battlefield Park, 7350 Williamson Blvd, Manassas, VA 20109</u>

# MOTOR VEHICLE DEALER BOARD

MVDB

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**DISCLAIMER:** We make every effort to ensure information in Dealer Talk is accurate, but it is not a substitute for legal advice.



## *MVDB Mission Statement*

The Motor Vehicle Dealer Board will administer sections of the Commonwealth's Motor Vehicle Dealer Laws and regulations as charged; promote the best interest of both the automotive consumer and dealer community; while providing a high level of customer service.

## *What's Wrong With This Picture?*



§46.2-1550 states in part....  
(iii) use of dealer's license plates on any vehicle of a type for which their use is not authorized by this article.

Put simply, dealers may only use a FT tag on a trailer in their inventory.