

JULY 2013

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MOTOR VEHICLE DEALER BOARD



Dealer Talk

Changes to the Titling & Sales & Use Taxes (SUT)

The bill amends the tax on the sale of motor vehicles (the "titling tax").

Currently, the titling tax is 3% of the sale price (Including the Processing Fee.). A new rate of 4.15% will be phased in over four years as follows:

Three percent *through midnight on June 30, 2013*

Four percent (4.0%) *beginning July 1, 2013, through midnight on June 30, 2014*

Four and five-hundredths of a percent (4.05%) *beginning July 1,*

2014, through midnight on June 30, 2015

Four and one tenth of a percent (4.1%) beginning July 1, 2015, through midnight on June 30, 2016

Four and fifteen-hundredths (4.15%) of a percent beginning on and after July 1, 2016,

The definition of "sale price" will be as follows beginning July 1, 2013. The new language is in bold and italic:

"Sale price" shall mean the total price paid for a mo-

tor vehicle and all attachments thereon and accessories thereto, as determined by the Commissioner, exclusive of any federal manufacturers' excise tax, without any allowance or deduction for trade-ins or unpaid liens or encumbrances. However, "sale price" shall not include ***(i) any manufacturer rebate or manufacturer incentive payment applied to the transaction by the customer or dealer whether as a reduction in the sales price or as pay-***

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Notice to All Dealers

Effective July 1, 2013, Virginia law, mandates that all Virginia Motor Vehicle Dealers be required to have an Internet connection and email address at their established place of business during business hours. The purpose of this legislation is to increase efficiencies, and facilitate better com-

munication.

The following provides guidance to "internet connection" and email address guidelines for Dealers to be in compliance by July 1, 2013.

In general, as defined **"Internet access"** is the means by which individual terminals, computers, mobile devices, and local

area networks are connected to the Internet. The Dealer must establish the Internet & email account in the official Business or Trade Name of the Dealership. For example: If you choose Verizon FiOS, the Verizon Account must be established in the Busi-

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Upcoming *EVENTS*

BOARD MEETINGS

All Meetings are held at DMV Headquarters
2300 W. Broad Street, Room 702 Richmond, VA
Monday, July 8, 2013
Time: 9:00 a.m.

Dealer Practices Committee Meeting

Monday July 8, 2013
Time: Immediately following Dealer Practices

Licensing Committee Meeting

Monday, July 8, 2013
Time: Immediately following Licensing

Advertising Committee Meeting

Monday, July 8, 2013
Time: Immediately following Advertising

Transaction Recovery Fund (TRF) Committee Meeting

Monday, July 8, 2013
Time: Immediately following TRF.

Full Board Meeting

NOTE: Meetings may begin later, but not earlier than scheduled.

MVDB HOLIDAY

Office Hours



CLOSED:

Thursday July 4, 2013

“FREE” Advertising Do’s & Don’t’s

In a competitive market, many individual Dealers look for ways to differentiate themselves from other Dealers and use advertising to encourage consumers to purchase their vehicles. Virginia laws and regulations prohibit dealers from advertising something for free if a purchase is required to get the free item. So when using the term “free”, please consider the following Virginia Motor Vehicle advertising regulations.

Don’t Advertise:

“FREE”, “at no cost” terms. No equipment, accessory, other merchandise or service shall be described using any term that implies that such equipment, accessory, other merchandise or service is free if a purchase is required in order to receive the “free” offer.

Examples of prohibited terms include: Free, Complimentary, At no extra cost, At no extra fee, At no additional cost, At no additional charge, At no additional fee, At no additional price, Present, Gift, On the house, Gratis, Courtesy.

Example of Compliant “FREE” Advertising

FREE \$25 Visa Gift card

For anyone who tests drives any vehicle Saturday,
June 8, 2013.



NO PURCHASE NECESSARY. \$25.00 Visa Gift Card given at the completion of any test drive, of any vehicle in our physical inventory, during normal business hours Saturday, June 8, 2013.
picture courtesy of <https://encrypted->

The above example would be compliant with the MVDB Advertising Regulations, as a purchase is not required to obtain the free gift card:

DO advertise: (other examples of compliant “Free” Ads)

Free gift card today for any test drive.
Free hotdogs today in our showroom.
Free Armour All Kit for any showroom visitors today.
Free Carnival rides at XYZ Dealership today.

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Changes to the Titling Tax & SUT

ment for the vehicle and (ii) the cost of controls, lifts, automatic transmission, power steering, power brakes or any other equipment installed in or added to a motor vehicle which is required by law or regulation as a condition for operation of a motor vehicle by a handicapped person.

This is a significant change as under current law, manufacturer rebates and incentives are included in the sale price for the purpose of calculating Sales & Use Tax (SUT).

An annual license tax of \$64 per vehicle registered in Virginia that is an electric motor vehicle, a hybrid electric motor vehicle, or an alternative fuel vehicle. This tax will probably be rolled into the registration fee

The current minimum tax levied on the sale of any motor vehicles in the Commonwealth is \$35. As of July 1, 2013 the minimum will be \$75.

The current retail sales tax is 5 percent. Four percent goes to the State and one percent to the local government. This tax is also going up by .3 percent except for Northern Virginia and Hampton Rhodes where it is going up by a full one percent. In Northern Virginia and Hampton Rhodes, the total retail sale tax will be 6 percent and in the rest of the Commonwealth it will be 5.3 percent. (For more details, please visit: <http://www.tax.virginia.gov/site.cfm?alias=SalesUseTax#RetailSales>)

For USED vehicles, the following is an **example** of where the new changes to the SUT and the hybrid/electric annual license tax increase, **may appear on a sample Buyers Order**. Be sure your buyers order is compliant by July 1, 2013!

Base Price	(1)	
Accessories	(2)	
	(3)	
Processing Fee	(4)	
Sub Total (Taxable) (1+2+3+4)	(5)	
Trade Allowance	(6)	
Approx. Balance	(7)	
Trade Equity (6-7)	(8)	
Trade Difference (5-8)	(9)	
VA Title Tax █ % of line 5	(10)	
DMV Lic. Title UMV	(11)	
Taxable for Business License (5-6) (12)	(12)	
Dealer's Business License Tax (% of line 12)	(13)	

EXAMPLE
of where the changes to the VA SUT tax may appear on a sample buyers order. With a minimum of \$75.

IF you sell & register a hybrid or electric vehicle, the fee is \$64

Reminders...

There have been some questions raised about the implementation of the "SUT" tax rate increases this year, and subsequent years until July 1, 2016. The Attorney General has clarified which tax rate should be imposed when a motor vehicle is purchased prior to July 1, 2013 but titled by the Virginia DMV subsequent to that date. The conclusion reads as follows: "Accordingly, it is my opinion that the proper tax rate to impose on a vehicle sale transaction in Virginia is the tax rate in effect at the time of the sale, when ownership or possession of the vehicle is transferred, whichever of these events of sale occurs first. After the tax is imposed on the sales transaction, the tax is then owed and is paid and collected when the vehicle is titled by the DMV. Consequently, it is my opinion that a vehicle sales and use tax rate of 3% should be imposed when a vehicle is sold in Virginia prior to July 1, 2013, but titled by the DMV subsequent to that date."

If any Dealer needs further clarification, please contact DMV. <http://dmvnow.com>

Reminders...

Effective July 1, 2013, Virginia Retail Sales tax increases from 5% to 5.3%, with additional rate increases in Northern Virginia & Hampton Roads. If your dealership is located in the following localities, you will need to collect a total of 6% retail sales tax: Arlington, Fairfax, Loudon, Prince William, Gloucester, Isle of Wight, James City, Southampton, Surry, York, and the Cities of Alexandria, Fairfax, Falls Church, Manassas, Manassas Park, Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg.

Effective July 1, 2013, New Legislation Regarding Safety Inspections

Effective July 1, 2013 when a Dealer sells a vehicle at a RETAIL auction, the vehicle for sale must be safety inspected. The new law allows the dealer to sell the vehicle at the RETAIL auction even if the car does not pass the safety inspection. If the car does not pass the safety inspection, the selling Dealer must **fully disclose, in writing**, the details of the failed inspection to the buyer.

When a Dealer sells a vehicle at a WHOLESale auction, (Dealer to Dealer) the vehicle for sale does not need to be safety inspected. The safety inspection requirement falls to the Dealer when selling the vehicle to a retail customer.

This new legislation will also reduce the required paperwork when dealers sell their cars at a wholesale auction ("dealer to dealer") as they will not be required to have a consignment contract or ensure that the vehicle has passed a safety inspection.

This law is designed to reduce paperwork and burden on dealers and auctions. The bill will keep in place the requirement that dealers must safety inspect their vehicles before they are offered for sale at retail.

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Notice to All Dealers

ness Name, not an individual.

The Internet Service Provider (ISP) can provide Internet connections and an email address through the following means. Although this list is not all inclusive, from studies presented to the Board, these are the most common means for which Dealers in Virginia will be able to establish an Internet Connection and an email address. Broadband (for example FiOs, Comcast, Cox, Charter, CenturyLink, etc.), Wireless (Verizon, A T&T, NTelos, Sprint, etc.), Satellite (Dish, Direct TV, etc.), Cable (Comcast, Cox, Charter, etc.), Dial-up (Verizon, Century Link, etc.)

When Dealers have this Internet service established, they may use devices to connect to the internet as a way of communicating to MVDB and DMV using a computer, laptop, tablet, Smartphone (mobile) devices, modem, and other wireless networking devices. This is not an all inclusive list, but are the more common devices Dealers currently use as a means to communicate with the Board and DMV.

Guidance on Dealer's email addresses.

In general, an **email address** identifies an [email box](#) to which [email messages](#) are delivered.

Effective July 1, 2013 Dealers will be required to have a valid official email address for receiving and sending email communications to the Board and DMV on a consistent basis.

The Board recommends the email address name NOT be identified to a specific individual such as [Jane.Doe@example.net](#) at the dealership but rather the email address is general to the dealership. For example, [MountainValleyCars@aol.com](#) is a general email address and if that named individual leaves the dealership, the dealership would not have to establish a new email address. It is up to the Dealer who shall have access to this email box for receiving and sending emails to the Board and DMV.

An email address can be established inexpensively or even free through Google (Gmail), Yahoo, AOL, etc., to establish an email account. Your internet service provider can even provide assistance in setting up an email address.

In summary there are three important keynotes:

1. The internet connection must be at the dealer's established place of business and operating during your

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Reminders...

If you are an Independent Dealer-Operator (IDO) check our website to see when you should **RECERTIFY**.

As of January 1, 2011, 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, or in a classroom, or by passing a DMV test. Click [HERE](#) for more information and [HERE](#) to determine your recertification deadline. If you are unclear on your recertification deadline, or any other recertification questions, please contact the Board. Or, call Ann Majors at the MVDDB. She may be reached at 804-367-1100 x 3016, or email her at ann.majors@mvdv.virginia.gov

Distracted Driving

As of July 1, 2013 texting while driving is a primary offense with increased penalties. Texting or reading text messages while driving is illegal for all drivers, no matter their age. Currently, texting while driving is a secondary offense and can only be charged when the offender is stopped for another, separate offense.

A texting while driving conviction will carry a \$125 fine for the first offense and \$250 for the second or subsequent offenses. The current penalties are \$20 for a first offense and \$50 for a second or subsequent offense. The new law increases the punishment of any person convicted of reckless driving to include a \$250 mandatory fine if the person was texting at the time of a reckless driving offense.

In 2012, more than 20 % of all crashes in Virginia (123,588) were attributed to driver distractions. More than 28,000 resulted in 174 fatalities and 16,709 injuries. Nearly 1,700 crashes involved drivers using cell phone or texting while operating a motor vehicle.

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DID YOU KNOW??

....That there is a New Moped Registration, Titling, and Safety Requirement beginning July 1, 2013?

New Moped Requirements:

1. Wear a helmet
2. Use eye-protection if no windshield
3. Carry a government-issued photo ID while riding (does not have to be a driver's license)
4. Title and register by July 1, 2014

DMV will begin titling & registering mopeds on July 1, 2013. A moped title is \$10.00. The annual registration fee is \$20.25. For more information, click : http://dmvnow.com/general/news/pressReleases/#/News_Article:7306



DMV Mobile Apps

http://dmvnow.com/about/#mobile_apps.asp

....That DMV provides an array of Military friendly initiatives. Effective July 1, 2013, Active duty members & their families will find it easier to apply for a motorcycle designation with their valid Virginia drivers license.

January 1, 2014, Military members & families preparing for deployment will find it easier to activate & de-activate their vehicle registrations during their deployment period.

For the full story:

http://dmvnow.com/general/news/pressReleases/#/News_Article:7354

Board Actions

Metro Auto Collection, LLC and Fatemah Masumi. After at least three failed inspections – related to record keeping and other issues--and two educational/warning letters, an informal fact-finding conference was conducted to address the alleged violations of dealer records, odometer disclosure statements, transferable license plate, use of dealer plates and non compliance to written warning. Based on the information provided at the conference, the Board assessed a \$1,250 civil penalty, Ms. Masumi must successfully complete the Dealer-Operator course, and have a satisfactory inspection.

Blue Ridge Auto Sales and Abdul A. Nahibkhil. In April of 2012, this dealer had an unsatisfactory inspection. Two Board staff received tips that this dealer was advertising on Craigslist without identifying itself as a dealer. In addition advertisements were listed under the “for sale by owner” category. A re-inspection revealed numerous problems related to record keeping, insurance, use of dealer tags, employment records, and other problems. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the conference, the Board assessed a civil penalty of \$8,000, the dealership have a satisfactory inspection, and Mr. Nahibkhil successfully complete the Dealer-Operator course.

Montgomery Trailer Sales and Harold Montgomery. In the course of a routine inspection several deficiencies were noted by the field representative including the fact that Mr. Montgomery did not have insurance on dealer tags that were issued to him. Mr. Montgomery was given the option of either paying a civil penalty and accept a warning, or to participate in an informal fact finding conference. Mt. Montgomery chose the latter. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the conference, the Board assessed a \$1,000 civil penalty, and require a satisfactory inspection.

Today's Auto and Eldon L. Smith. Over the past several years Mr. Smith's dealership has had deficient inspections. Per two complaints received, the Board field representative visited the dealership earlier this year and confirmed that the dealer had sold a vehicle without a title and had sold vehicles at retail without first conducting a safety inspection. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the conference, the Board assessed a civil penalty of \$2,000, and Mr. Smith must successfully complete the Dealer-Operator course.

Motorvation and John Almstead. Upon inspection of this dealership, numerous problems were discovered, including no employee records; few sales and plate records; inadequate insurance; advertising problems; and sharing his office space with another business. Even though Mr. Almstead closed his business in December of 2012, staff believed that the Board should go forward with an informal fact-finding conference to address the alleged violations. Based on the information provided at the conference, the Board assessed a civil penalty of \$6,000, and all licenses and certificates issued by the Board to Mr. Almstead be revoked.

Five Star Used Auto, Inc. and Nidal Motii. This dealership has been out-of-business for about a year. While the dealership was open; per a consumer complaint, this dealership was the subject of a joint inspection and investigation with MVDB and DMV. A number of deficiencies were discovered; including failing to safety inspect a vehicle before selling at retail, and Mr. Motii was found guilty of this misdemeanor. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the conference, the Board assessed a \$3,500 civil penalty and all licenses and certificates issued by the Board be revoked.

Select Cars of Thornburg and Wilmer A. Nunez Villatoro. A consumer complaint resulted in an investigation by MVDB and State Police concerning illegal switching of safety inspection stickers. Mr. Villatoro was convicted of a misdemeanor for switching safety inspection stickers. An informal fact-finding conference was conducted to address the alleged violations, having been convicted of any criminal act involving the business of selling vehicles. Based on the information provided at the conference, the Board assessed a \$1,000 civil penalty, and revoked all licenses and certificates issued by the Board to Mr. Villatoro.

Board Actions

Quality Auto Group, Inc. and Kevin J. Brown. In the course of investigating a consumer complaint, a DMV Special Agent discovered that this dealer had falsified title applications for 29 vehicles that were salvage vehicles and obtained clear titles. Per a plea agreement, Mr. Brown was convicted of 5 misdemeanors of obtaining titles unlawfully. The Board convened an informal fact finding conference for the alleged violations of having used deceptive acts or practices, and having been convicted of any criminal act involving the business of selling vehicles. Based on the information provided at the conference, the Board voted at its November 2012 meeting to assess a civil penalty of \$34,000 and to revoke all licenses and certificates issued by the Board to Kevin J. Brown, and that the Department of Motor Vehicles investigate and review Mr. Brown's Salvage license for possible administrative action. Mr. Brown appealed the informal decision and on March 22, 2013, a formal hearing was conducted. Based on the information provided at the formal hearing, the Board assessed a civil penalty of \$34,000 and revocation of all licenses and qualification certificates issued to Mr. Brown and Quality Auto Group, Inc.

We Finance Auto and Gary R. Cowand. Board staff received information indicating that Mr. Cowand "rented" dealer tags. Based on this information a MVDB Field Representative attempted to inspect this dealership on four separate days. On the first three attempts, the dealership was closed during its posted hours. During the 4th visit for inspection, the MVDB Field Rep noted a number of deficiencies and as a result an informal fact-finding conference was conducted to address the alleged violations of maintaining business hours, salesperson list to be posted/requirement to notify the Board upon termination, records for dealer plates, record keeping and buyers order, salesperson's license required/licensed salespersons not on payroll, liability insurance required, material misstatement or omission in application for license, failure to comply with a written warning/willful failure to comply with the dealer laws, and failure to have liability insurance. Based on the information provided at the conference, the Board adopted a resolution at its November 2012 meeting to assess a civil penalty of \$15,000 and to revoke all licenses and certificates issued by the Board to Gary R. Cowand and We Finance Auto. December 10, 2012, Mr. Cowand appealed the Board's decision and requested a formal hearing. On March 5, 2013, a formal hearing was conducted. Based on the information provided at the hearing, the Board assessed a \$3,500 civil penalty and revokes all licenses and certificates issued by the Board to Mr. Cowand.

Licensing

Sajal Nararyan, Salesperson. A MVDB field representative inspected Mr. Nararyan's dealership upon learning that he had been convicted of two misdemeanors: Unlawful to have in possession certificate of title issued to another, and odometer disclosure. An informal fact-finding conference was conducted to address the alleged violations of, use of dealer's license plates, having used deceptive acts or practices, having been convicted of any criminal act involving the business of selling vehicles and willfully retaining in his possession title to a motor vehicle that has not been completely and legally assigned to him. Based on the information provided at the hearing, the Board took no further action against Sajal Narayan.

David W. Neighbors, Salesperson. In the course of transferring his license, it was discovered that Mr. Neighbors had previously been convicted of three misdemeanors all of which were related to the business of selling motor vehicles. In addition, it was discovered that Mr. Neighbors had answered "NO" to the question on his application related to convictions. Mr. Neighbors is not currently licensed. An informal fact-finding conference was conducted to address the alleged violations of failing to maintain dealer records, use of dealer's license plates, material misstatement, and having been convicted of any criminal act involving the business of selling vehicles. Based on the information provided at the hearing, the Board assessed a civil penalty of \$2,000 and revocation of his salesperson's license and qualification.

Board Actions

Rodney L. Williams, Salesperson. In 2010 Mr. Williams was convicted of a misdemeanor for having in his possession, an open title. At the time, he was the owner of an independent dealership. The dealership is now out of business and Mr. Williams applied for a salesperson license. On his application he said “NO” to the question on his application related to convictions. His license was denied due to material misstatement, and having been convicted of any criminal act involving the business of selling vehicles. Mr. Williams appealed the denial. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the hearing, the Board took no action and approved Mr. Williams’ application for a salesperson license.

Reza Azizkhani. In 2009, Mr. Azizkhani was convicted of a felony for Witness Tampering. At the time of the offense Mr. Azizkhani was the owner of an independent dealership. The felony was related to false loan applications generated from his dealership. Mr. Azizkhani spent 22 months in a federal prison and ordered to pay restitution of over \$600,000. Mr. Azizkhani is now attempting to earn a salesperson’s license. The application was denied and Mr. Azizkhani appealed that decision. An informal fact-finding conference was conducted to address the alleged violations. Based on the information provided at the hearing, the hearing officer recommended that Mr. Azizkhani be denied a license to sell motor vehicles, Mr. Azizkhani appealed this decision, and a formal hearing was conducted. Based on the information provided at the formal hearing, the Board approved Mr. Azizkhani’s application for a salesperson license.

Arthur Gregory. Mr. Gregory has been convicted of felonies in 2003 and 2004 in Virginia and Tennessee related to the motor vehicle dealer business. Mr. Gregory was purchasing vehicles at auction and the auction held the titles pending payment. Mr. Gregory obtained titles for the vehicles by going to DMV and claiming that he had lost the titles and was issued duplicates. This allowed him to sell the vehicles and not pay the auction. His conviction ordered him to pay just over \$50,000 in restitution. Mr. Gregory applied for a salespersons license. On his application he stated that he had been convicted of a felony but answered “NO” to the question asking if he had ever been convicted of any fraudulent or criminal act involving the motor vehicle dealer business. The application was denied and Mr. Gregory appealed this decision, thus an informal fact-finding conference was conducted. Based on the information provided at the hearing, the Board denied Mr. Gregory’s application for a salesperson license.

Dealer Practices

Alleghany Motor Corporation & James C. Justice. Assessed a \$1,500 civil penalty for misuse of dealer tags.

EZ Ride Auto Sales, Inc., & Edward D. Stephens, Jr. Assessed a \$500 civil penalty for failure to have insurance on all Dealer Tags.

Mid-Atlantic Auto Sales & Stephen Belford. Assessed a \$500 civil penalty for failure to have insurance on all Dealer Tags.

Del Malc Motors, Inc. & Rehallia Delano Booth. Assessed a \$500 civil penalty for failure to safety inspect vehicles prior to retail sale.

P & N Auto Sales, LLC & Predrag Jovic. Assessed a \$1,000 civil penalty for failure to have insurance on all Dealer Tags.

Speedy Cars, Inc. & Nina Stanley. Assessed a \$500 civil penalty for failure to maintain Dealer Records.

ABC Cars & Vedran Oklopcic. After an informal hearing for not maintaining business hours, a civil penalty of \$250 was assessed. After missing the deadline, this dealership was suspended for failure to pay the civil penalty.

Top Cut Auto Enterprises & Julius K. Kimani. Assessed a \$250 civil penalty for failure to maintain business hours.

Board Actions

Dealer Practices

Vehicle Remarketing Service & John G Donovan. Assessed a \$250 civil penalty for failure to maintain business hours.

Lees Auto Sales & John J. Lee. Assessed a \$250 civil penalty for failure to maintain business hours.

Global Motors, Inc., & Mohammad D. Aman. Assessed a \$250 civil penalty for failure to maintain business hours.

I-64 Auto Sales, & Charles T. Sykes. Assessed a \$250 civil penalty for failure to maintain business hours.

Premier Auto Sales & Lee T. Lawson. Assessed a civil penalty of \$250 for failure to maintain business hours.

Advertising

Paul Obaugh Ford Lincoln, & Harry Obaugh. Assessed a \$500 civil penalty for failure to disclose the sale end date in the advertisement.

NOTE: Depending on the circumstances, all Board Actions may be appealed to Circuit Court, or for an administrative hearing.

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

Reminders...

The screenshot shows the MVDB website with the following elements:

- Header: Virginia.gov, Online Services | Agencies | Governor | Help, Search Virginia.gov
- Navigation: About Us, Agency Functions, Agency Directory, Consumers, Dealers, Dealer Operators, Salespersons
- Section: MVDB E-Mail Subscription
- Form fields: Please enter your email address: (text input), Re-enter your email address: (text input)
- Buttons: Subscribe Me!, Remove Me!
- Footer: Copyright © 2012, All Rights Reserved, Motor Vehicle Dealer Board, Consumer Related e-mail: Consumer Request for Assistance (Dealer Licensing and other e-mail: dlsaid@mvdv.virginia.gov), Web Policy | Privacy Policy | Contact Us, 2201 W. Broad Street, Suite 104, Richmond, VA 23220

Stay in the know with news you need to know....Subscribe to Dealer Talk!

In order to receive every issue of Dealer Talk, you must subscribe by going to our website www.mvdb.virginia.gov, then move your cursor over the “Dealers” tab. A drop down menu will appear, and 3/4 down dropdown menu, you will see the “Subscribe to Newsletter” menu option. Click on this link & the page shown on the right will appear. Fill out the form and you are done! Anyone may receive Dealer Talk—not just Dealers—stay in the know!

(We do NOT share your email address with anyone.)

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Independent Dealer-Operator 2-Day Class Schedule

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, in to a sampling of opening and operating expenses, and ending with a discussion on ethics.

The course is open to all existing dealers and their employees.

The course offers 1.6 continuing education credits transferable to any college.

Date	College	Contact Information
2013		
Jun 04-05	Germanna Fredericksburg	Kelly Bennett 540-937-2913 www.germanna.edu/workforce
Jun 18-19	Danville Danville	Donna 434-797-6437 www.dcc.vccs.edu/workforce
Jul 09-10	Northern VA in Woodbridge	Registration 703-878-5770 www.nvcc.edu
Aug 06-07	VA Western in Daleville	Registration 540-966-3984 www.virginiawestern.edu
Aug 20-21	Piedmont VA in Charlottesville	Corinne Lauer 434-961-5354 www.workforce@pvcc.edu
Sep 10-11	Tidewater Suffolk	Registration 757-822-1234 www.tcc.edu/wd
Sep 24-25	Lord Fairfax Warrenton	Patricia Leister 540-351-1524 www.lfccworkforce.com
Oct 08-09	J Sargeant Reynolds in Henrico/Richmond	Sandy Jones 804-523-2292 www.ccwa.vccs.edu
Oct 22-23	Northern Virginia Reston	Claire Wynn 703-450-2551 www.nvcc.edu/loudoun/continuing
Nov 05-06	Blue Ridge Weyers Cave	Registration 540-453-2215 www.brcc.edu
Nov 19-20	Germanna Fredericksburg	Kelly Bennett 540-937-2913 www.germanna.edu/workforce
Dec 10-11	Lord Fairfax Middletown	Registration 540-868-7021 www.lfccworkforce.com

Reminders...

Advertising:

1. If a processing fee or freight or destination charges are not included in the advertised price, the amount of any such processing fee and freight or destination charge must be (1) **clearly and conspicuously disclosed in not less than eight-point boldface type** or (ii) not smaller than the largest typeface within the advertisement..
2. "VA DLR" Unless the dealer is clearly identified by name, all ONLINE advertisements must adhere to the same rules & regulations as print, radio, and TV advertisements.

Notice cont'd

normal business hours.

If a smart phone (mobile device) is how the dealer will be communicating to the Board and DMV via the internet, the Smartphone must be present (**onsite**) at the established place of business during normal business hours. **The Smartphone account must be in the name of the Dealership.**

Internet and email authentication

The Board has the responsibility to verify the dealer's internet connection and your email address. This will normally be done by the field representative in your area. In general this will be a simple process by having the dealership send and receive an email from/to the established place of business during inspections. For all new Dealerships opening on or after July 1, 2013 the dealer will need to have the internet connection established with an ISP and a valid email address as part of the opening inspection process prior to the field representative inspection.

Using the DSD-10 form during license renewal, or for any changes, to transmit to the Board the Dealer's "official" email.

Go to our website www.mvdb.virginia.gov and sign up for the Dealer Talk Newsletter, using the "official" Dealer email. Others may also sign-up to receive Dealer Talk; there is no limit to the number who may receive the Dealer Talk newsletter. *(Back to Page 1)*

What's Wrong with this Picture??



Proper Display Of Dealer Tags

Dealer Tags must be displayed on the rear of the vehicle to which it is assigned (§ 46.2-715, & 716).

Every license plate shall be securely fastened to the rear of the motor vehicle so as to prevent the plate from swinging, be clearly visible, and in a condition to be clearly legible.

It cannot be placed in the rear window, as the picture illustrates.

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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; while providing a high level of customer service for the automotive consumer and dealer community.

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