

June 2020

Volume 23, Issue 134

**Inside this issue:**

Lower DMV Fees 1

Background Screenings 1

Upcoming Events 2

FTC Bronx Honda 2

D-Tag Insurance 3

Roanoke Robocaller 4

NC Vehicle Thefts 5

FTC Covid-19 6

Autotrader Fraud 6

Board Actions 7

Dealer-Operator Class Schedule 10

YouTube 10

What's Wrong With This Picture? 11

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**MOTOR VEHICLE DEALER BOARD**



***Lower DMV Fees July 1, 2020***

Earlier this year, a comprehensive transportation package to create sustainable funding for transit, rail, and roads, invest in systemic safety improvements, and support a multimodal system in Virginia was passed by the General Assembly and signed into law by Governor Ralph Northam. As part of the funding changes, which include increasing the statewide gas tax by five cents this year and next, and the implementation of a highway use fee, the bill also reduces vehicle registration fees by \$10, which reflects a 25% reduction for most Virginians. Customers whose vehicle registrations expire in July will see the fee reduction reflected in their renewal notices, which the Virginia Department of Motor Vehicles (DMV) began issuing in late May. The annual base registration fees are reduced as follows: Note: Motorhome registration fees remain unchanged.

Vehicle Registration	Old Fee	New Fee
Passenger Vehicles 4,000 lbs. or less	\$40.75	\$30.75
Passenger vehicles 4,001 lbs. or greater	\$45.75	\$35.75
Motorcycles	\$28.75	\$24.75
Mopeds	\$20.25	\$18.25
Autocycles	\$25.75	\$21.75
Pickup and panel trucks 4,000 lbs. or less	\$40.75	\$30.75
Pickup and panel trucks 4,001 to 6,500 lbs.	\$45.75	\$35.75
Pickup and panel trucks 6,501 to 10,000	\$51.75	\$44.75

Please be sure to update your DMS software systems to reflect the new fees, and be sure your buyers orders calculate the correct fees on July 1, 2020. If you do not use a software system to calculate your buyers order fees, it is still the dealer's responsibility to ensure the fees are calculated correctly.

***Background Screenings***

Beginning August 1, 2020, the Board will require that dealers be responsible for criminal background checks PRIOR to submitting their applications that require background checks. The Board will post a listing of authorized and Board approved background check providers, and those providers will be listed on our website. Dealers must be prepared to arrange for one of these authorized providers to complete the background check prior to the dealer applying for licenses which require the background check as part of the application. More detailed information and direction will follow, so watch your email for updates!



## Upcoming EVENTS

### BOARD MEETINGS

In person are held at DMV Headquarters  
2300 W. Broad Street, Room 702  
Richmond, VA

**Monday, July 13, 2020\*\***

#### 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 5-15 minutes immediately following Transaction Recovery Fund Committee meeting.

\*\*Click [HERE](#) for Virginia Town Hall to view meeting information.

## MVDB will be closed



◆ Independence Day, Friday, July 3 2020

## FTC and Bronx Honda

The FTC's [complaint against Bronx Honda](#) alleges the company jacked up what consumers had to pay by fabricating fees, inflating charges, and sneaking in stealth add-ons. The lawsuit also alleges the defendants discriminated against African-American and Hispanic consumers by charging them higher financing markups and fees, in violation of the [Equal Credit Opportunity Act](#) and Reg B. The \$1.5 million proposed settlement, which requires the company to implement a fair lending program that safeguards against discrimination, should serve as a reminder to other businesses that may be overdue for an ECOA compliance check.

The FTC says the company's deceptive advertising claims were just the start. According to the complaint, Bronx Honda advertised some vehicles with a "Was" price and a lower "Now" price. But in many instances, sales reps told consumers the "Now" price was in error and they'd have to pay more. In addition, the FTC says in numerous instances, the defendants falsely told consumers they had to pay bogus extra fees to buy or finance "Certified Pre-Owned Hondas." In fact, Certified Pre-Owned Hondas are covered by the manufacturer's seven-year, 100,000-mile warranty and American Honda Motor Corporation doesn't allow dealerships to charge a separate fee for the warranty. The FTC says Bronx Honda also charged some consumers thousands more for "dealer prep," "shop," or "reconditioning" fees for Certified Pre-Owned Hondas, even though according to American Honda, that designation means the dealership has already "recondition[ed] any component that does not meet [the manufacturer's] standards."

According to the complaint, Bronx Honda also overcharged consumers by dinging them for as much as \$695 in documentation fees, an amount limited by New York law to no more than \$75. In addition, the lawsuit alleges the defendants often gave consumers one figure for the agreed-upon total, but then inflated the price without the buyer's knowledge in other documents – a practice Bronx Honda employees called "air money." To cite just one example from the [complaint](#), the FTC said Bronx Honda advertised a 2014 Certified Pre-Owned Honda CR-V Touring AWD for \$28,354, but then piled on – among other things – a \$1,995 "certification fee," a \$350 document processing fee, a \$493 prep fee, and a \$795 shop fee, purportedly for "brakes" and "repairs," even though repairs to brakes and other components are performed as part of the manufacturer's certification. You'll also want to read the [complaint](#) to see how the FTC alleges the defendants violated the Truth in Lending Act and Reg Z by failing to clearly disclose required credit information and the annual percentage rate.

Moving to the ECOA allegations, the FTC says Bronx Honda singled out African-American and Hispanic consumers for particularly pernicious practices by directing its em-

*Cont'd on pg. 3*

*Cont'd from pg. 2*

## *FTC and Bronx Honda*

ployees to charge them higher interest rates and inflated fees. For example, the defendants arranged financing through third-party financing companies that provided Bronx Honda with a specific “buy rate,” a risk-based finance charge that reflected the interest rate at which the entity would finance a retail installment contract from the dealer. But according to the FTC, Bronx Honda had a discretionary pricing policy that allowed sales people to mark up interest rates and fees for consumers who financed their vehicles. Unlike the buy rate, that markup wasn’t based on the underwriting risk or credit characteristics of the applicant. Combine that practice with Bronx Honda’s alleged instructions to sales personnel to charge African-American and Hispanic consumers higher markups and additional fees – conduct the FTC says the defendants told their employees not to try with non-Hispanic white customers – and you’ll see why the complaint charges the defendants with violating the ECOA. What did that mean in dollars and cents for African-American and Hispanic consumers? According to the complaint, among thousands of consumers who received financing through Bronx Honda, the defendants charged the average African-American borrower approximately \$163 more in interest and the average Hispanic borrower approximately \$211 more in interest than similarly situated non-Hispanic white borrowers. What’s more, African-American and Hispanic borrowers received the maximum markup 50% more often than non-Hispanic white borrowers. Non-Hispanic white borrowers did not receive a markup – or received a contract rate below the buy rate – about twice as often as African-American or Hispanic borrowers.

What was in it for Bronx Honda? The financing company compensated Bronx Honda from the increased interest revenue derived from the markup, a percentage of which the dealership passed on to its employees.

In addition to the \$1.5 million financial judgment and injunctive provisions designed to remedy the violations alleged in the complaint, the Fair Lending Program required by the proposed settlement is worth a read. Under the terms of the order – which applies to defendants Bronx Honda and General Manager Carlo Fittanto – they must designate a qualified senior manager to be responsible for the program and mandate employee training at least once a year. In addition, the defendants must put written guidelines in place to establish objective, non-discriminatory criteria for assessing (or not assessing) fees and charges. What’s more, the settlement mandates specific provisions in retail installment sales contracts, including that the interest rate may be no higher than 185 basis points above the “buy rate,” and that any deviation below this markup be for only a few specific, documented reasons. And the defendants must promptly terminate any employee who engages in discriminatory conduct, violates the terms of the fair lending program, or violates other injunctive provisions of the order.

[https://www.ftc.gov/news-events/blogs/business-blog/2020/05/ftc-says-bronx-honda-discriminated-against-african-american?utm\\_source=govdelivery](https://www.ftc.gov/news-events/blogs/business-blog/2020/05/ftc-says-bronx-honda-discriminated-against-african-american?utm_source=govdelivery)

## *D-Tag Insurance*

VA Code § 46.2-1547, and § 46.2-1575 (18) requires that each dealer license plate issued to you have liability insurance. As part of our routine visits/inspections of dealerships, our field representatives request proof of liability insurance, and you should be able to provide a copy of your liability insurance when requested. We urge dealers to verify with your insurance agent that the number of dealer plates noted/listed on your policy is the same as the number of plates issued to you by the Motor Vehicle Dealer Board. For example, if you have been issued 20 dealer plates, your insurance policy should state you have insurance for 20 dealer plates, or state all dealer plates are covered. As a best practice, the Board recommends you periodically perform an inventory of your dealer tags and verify adequate liability insurance. This is especially important for dealers that have a large number of tags, and reporting lost or missing tags is especially important. You are responsible for these tags. The Board recommends you perform an inventory before you renew your dealer tags. Lastly, it is important to note that when dealers are requesting additional tags, replacement tags, or renewing tags, the Board requires you to submit a copy of your liability insurance to include the number of tags covered or the statement “all dealer tags covered”, along with the MVDB 9 and any required fees.



## Roanoke Robocaller

A Roanoke man and his two now-defunct companies have agreed to pay \$300,000 to repay customers defrauded by an illegal robocalling operation.

Bryant Cass settled a lawsuit that accused him of making hundreds of thousands of unsolicited calls nationwide, pitching car selling services to people who listed their cars for sale on sites such as Craigslist and Autotrader, Attorney General Mark Herring announced Wednesday.

“Unfortunately, robocalls continue to be an everyday occurrence for most Virginians, and many times they can be not only annoying but dangerous, potentially scamming people out of hundreds of thousands of dollars,” Herring said in a written statement.

As part of the settlement, Cass’s two companies, Adventis Inc. and Skyline Metrics LLC, have ceased operations. Cass has been banned from participating in telephone solicitations for five years.

Cass and the companies made 586,870 unsolicited telemarketing calls to Virginia numbers from 2014 to 2017, the suit alleged.

Attempts to reach Cass’s attorney were unsuccessful Wednesday.

In court documents, the defendants made no admissions of liability.

Using automated equipment to pull telephone numbers from websites, the operation logged hundreds of calls a day — even to numbers on the National Do Not Call Registry — and left prerecorded voicemails to pitch car selling services for a “small fee,” according to the suit. If people called back, they reached a telemarketing boiler room in downtown Roanoke, where trained sales people worked off a scripted pitch to make sales.

Customers were enticed to pay \$289 for a service that assured there were “buyers in your area” interested in purchasing the vehicle they had listed for sale, the suit alleged.

Cass and his companies were also accused of offering to prescreen potential buyers when there was no such process in place, and promising a “money back guarantee” if someone sold their car on their own that was rarely honored.

In addition to the \$300,000 in restitution, the settlement calls for civil penalties and attorney fees of \$8,708.02.

Cass was the manager of Skyline Metrics and president of Adventis, according to the settlement agreement filed in U.S. District Court in Roanoke.

Herring brought the case last year as part of a coordinated effort by state and federal law enforcement officials to crack down on robocalls and illegal telemarketers.

Virginians received at least 1.5 billion robocalls in 2019, according to the Federal Trade Commission, making it the eighth highest state in the country for making do-not-call complaints with the agency.



## NC Vehicle Thefts

As if dealerships didn't have enough to concern them nowadays because of the coronavirus pandemic, reports out of one of North Carolina's largest cities indicated 11 dealers and a rental car facility have seen nearly 50 vehicles stolen in the past month; inventory worth more than \$1 million.

The incidents reinforced the more than dozen security suggestions AutoRaptor made to help dealerships protect one of their most valuable assets.

According to a Facebook post from Crime Stoppers of Winston-Salem and Forsyth County, those 11 dealerships and rental location have sustained 18 break-ins since March 17.

The post indicated 46 vehicles were reported as stolen in Winston-Salem. Those vehicles were reportedly valued at approximately \$1,138,718.00.

All but six of those vehicles have been recovered, according to Crime Stoppers of Winston-Salem and Forsyth County.

Crime Stoppers of Winston-Salem and Forsyth County said detectives have identified 19 juveniles known to be involved in these thefts with some of suspects being as young as 9.

"Detectives are continuing their efforts to investigate these crimes and to prevent future thefts. Authorities are working with local dealerships to better secure their facilities and to initiate steps to prevent thieves from obtaining vehicles keys," Crime Stoppers of Winston-Salem and Forsyth County said.

Meanwhile, authorities are asking anyone with information regarding the investigation in North Carolina to contact the Winston-Salem Police Department at (336) 773-7700 or Crime Stoppers at (336) 727-2800.

### Cloth Face Covering Do's & Don'ts:

#### DO:



- ✓ Make sure you can breathe through it
- ✓ Wear it whenever going out in public
- ✓ Make sure it covers your nose and mouth
- ✓ Wash after using

#### DON'T:

- ✗ Use on children under age 2
- ✗ Use surgical masks or other personal protective equipment (PPE) intended for healthcare workers



[cdc.gov/coronavirus](https://cdc.gov/coronavirus)

## Reminders...

ALL IDO's of independent dealerships must recertify their IDO qualification every three years by either taking an online course, classroom course, or by passing an administered 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)

## FTC Covid-19 Fraud

The Federal Trade Commission is taking legal action to halt a scheme that allegedly deceived consumers with mailers supposedly directing them how to obtain federal COVID-19 stimulus benefits, which instead lured them to a used car sale.

The mailers sent by Traffic Jam Events, LLC and its owner, David J. Jeansonne II, were labeled “IMPORTANT COVID-19 STIMULUS DOCUMENTS” and directed consumers to “relief headquarters” to “claim these stimulus incentives,” the FTC alleged in its lawsuit against the company and Jeansonne. (see pictured example below)

### The envelope used for the defendants’ mailer

The mailers led consumers to believe they could obtain stimulus relief temporarily in person, making multiple references both to the coronavirus pandemic and to a supposed economic stimulus program similar to the program enacted under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), the FTC alleged.

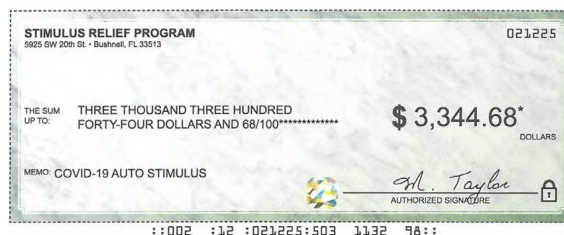
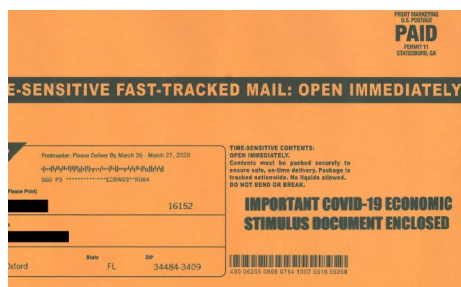
According to the complaint, the defendants’ mailers referred to an address in Florida as “relief headquarters” and “designated local headquarters,” telling consumers that they must “must claim these stimulus incentives at your designated temporary 10-day site...” The mailers also include a likeness of the Great Seal of the United States, as well as a mock check, labeled “Stimulus Relief Program.” When consumers arrived, however, they only found a lot hosting a car sale.

### The mock check included in the mailer

The FTC’s complaint notes that the defendants have been the subject of prior law enforcement actions in Kansas and Indiana, and that they are currently facing action from the state of Florida related to these mailers.

The FTC’s suit asks the court to stop the defendants’ actions and to require them to provide redress to consumers. The Commission vote authorizing the staff to file the complaint was 4-0-1 with Commissioner Rebecca Kelly Slaughter not participating. The complaint was filed in the U.S. District Court for the Eastern District of Louisiana. (see pictured check example below)

The FTC would like to thank the Florida Office of the Attorney General for its substantial assistance in this matter.



## Autotrader Fraud

A Richmond man was sentenced Wednesday to seven years in prison for orchestrating an Autotrader fraud scheme that caused more than \$575,000 in losses to the victims. John Baron Royal, 51, advertised luxury vehicles for sale on Autotrader.com, including Range Rovers, BMWs, and Mercedes-Benz SUVs, according to court documents. Those documents say Royal used different aliases to advertise the high-end vehicle, used burning phones to communicate with victims, and used technology to disguise his voice in order to conceal the fraudulent scheme. After extracting money from the victim, Royal failed to ship the vehicles, which he did not own.

“When the victims complained about not receiving the vehicles, Royal and others at Royal’s direction, sent a series of lulling communications to the victims to convince them that delivery of their respective vehicles was imminent,” said the Department of Justice in a release. “Royal also directed one of his co-conspirators to impersonate other individuals to communicate with the victims about the delivery of a 2015 Range Rover.” Officials say Royal also directed several individuals to open bank accounts in the name of shell entities to receive the victims’ funds. In total, his scheme caused more than \$575,000 in losses to the victims. Court documents reveal that Royal’s scheme was detected after he and an associate falsely reported a vehicle stolen to the Leesburg Police Department. After fraudulently reporting the vehicle stolen, Royal and his associates immediately moved from Leesburg and moved to Atlanta.

# Board Actions

## Dealer Practices

### Informal fact-finding conferences:

**Maraton Motors and Martin U. Onyirimba** – On February 27, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours, material misstatement, and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,000. Mr. Onyirimba may appeal to a Formal hearing.

**United Auto Groups, Inc. and Hamed H. Abouzied** – On February 24, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, maintain posted business hours, proof of safety inspection, misuse of dealer tags, and failure to comply with previous warnings. Based on the information provided at the conference, the Board requires a satisfactory inspection, and successful completion of the 2-day Dealer-Operator course. Mr. Abouzied may appeal to a Formal hearing.

**Zac's Auto Sales, Inc. and Zane A. Cooper** – On February 26, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours, and comply with previous warnings. Based on the information provided at the conference, the Board assessed a \$750 civil penalty and a satisfactory inspection. Mr. Cooper may appeal to a Formal hearing.

**Expert Auto Outlet, LLC and Celia E. Canas** – On March 4, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records, maintain posted business hours, and comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$2,500 and a satisfactory inspection. Ms. Canas may appeal to a Formal hearing.

**Steel Horse Harley-Davis and George B. Willis** – On April 9, 2020, an informal fact-finding conference was conducted to address the alleged violation of unlicensed salespersons. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,050. Mr. Willis may appeal to a Formal hearing.

**Gearheads and Joseph M. Tagliareni** – On April 7, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain posted business hours and failure to comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$750 and a satisfactory inspection. Mr. Tagliareni may appeal to a Formal hearing.

**Emperial Motorsports, Corp. and Adrian L. Benniefield, Jr.** – On May 14, 2020, an informal fact-finding conference was conducted to address the alleged violations of failure to maintain dealer records. Based on the information provided at the conference, the Board assessed a civil penalty of \$250 and a satisfactory inspection. Mr. Benniefield, Jr. may appeal to a Formal hearing.

**Old Towne Motors, Inc. and William David Mueller** – On May 5, 2020, an informal fact-finding conference was conducted to address the alleged violations of salespersons acting as independent contractors, failure to maintain dealer records, liability insurance on each D-tag, and comply with previous warnings. Based on the information provided at the conference, the Board assessed a civil penalty of \$1,350 and a satisfactory inspection. Mr. Mueller may appeal to a Formal hearing.

### Administrative Actions:

**B & R Auto Sales, LLC and Benjamin E. Brown.** Paid a \$250 civil penalty for failure to maintain dealer records, and misuse of dealer plates.



# Board Actions

**Malloy Toyota and Geoffrey M. Malloy.** Paid a \$11,100 civil penalty for an unlicensed salesperson.

**Hollywood Motors, LLC and Brenton Gray.** Paid a \$8,200 civil penalty for failure to maintain dealer records, salespersons acting as independent contractors, failure to provide proof of safety inspections, and proof of liability insurance.

**Hurt's Motors and David Hurt.** Paid a \$1,250 civil penalty for selling vehicles at locations other than his established place of business before being duly licensed.

**Bob's Used Cars and Bobby Nickelson.** Paid a \$4,900 civil penalty for failure to maintain records, liability insurance on each dealer plate, and proof of safety inspection prior to retail sale.

**R & J Auto Sales, LLC and Edin Rene Gallegos Santos.** Paid a \$250 civil penalty for failure to maintain business records, and for salespersons acting as independent contractors.

**4Auto Sales, Inc. and Juan Manuel Sacher-Concha.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**Lowry Tire & auto Center, Inc. and Joseph V. McNamara.** Failed to pay a \$2,600 civil penalty for liability insurance on each dealer tag, and failure to maintain dealer records. Dealer was suspended and the moved to debt set-off.

**Champs Autosport, LLC and Damont Andrews Brooks.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**Empire Automotive and David Ramos.** Paid a \$250 civil penalty for failure to provide proof of safety inspection prior to retail sale, and dealer records.

**Ride 4 Less, LLC and Patrick James.** Paid a \$3,500 civil penalty for failure to maintain dealer records, salespersons acting as independent contractors, dealer tag records, and proof of liability insurance on each dealer tag.

**Franco Auto Sales and Marden Vasconcelos.** Suspended for failure to pay a \$750 civil penalty not maintaining posted business hours.

**Whatchaneed Auto and Accessories and Vernest Ruffin.** Paid a \$750 civil penalty for failure to maintain posted business hours.

**Safe Auto, LLC and Ali Pardakhti & Masoud Montazeri.** Suspended for failure to pay a \$250 civil penalty for properly maintaining dealer records.

## Licensing

### Informal fact-finding conferences

**Drew A. Sparrow, Sales Applicant.** On March 12, 2020, an informal fact-finding conference was conducted to address the alleged violations of VA Code Section 46.2-1575 (13). Based on the information provided at the conference, the Board approved Mr. Sparrow to apply for a sales license.

**Thaddeus L. Brown, Sales Applicant.** On April 4, 2020, an informal fact-finding conference was conducted to address the alleged violations of VA Code Section 46.2-1575 (13). Based on the information provided at the conference, the Board approved Mr. Brown to apply for a sales license.



# Board Actions

## Formal Hearing:

**Gaby Touma, Salesperson** – On February 26, 2020, a formal hearing was conducted to address the above-alleged violations. Based on the information provided at the hearing, the Board assessed a civil penalty of \$5,000 and revocation of all licenses and certificates issued to Gaby A. Touma. Mr. Touma may appeal to Circuit Court.

## Advertising

### Informal fact-finding conferences

**ABCDieselz and Jason D. Adams.** On February 24, 2020, an informal fact-finding conference was conducted to address the alleged violations of knowingly advertising untrue, misleading or deceptive statements. Based on the information provided at the conference, the Board assessed a civil penalty of \$250. Mr. Adams may appeal to a Formal hearing.

### Administrative Actions:

**A & Z Motors LLC and Mohammad Zubair Kakar.** Paid a \$250 civil penalty for the advertisement failed to disclosed the processing fee ,VADLR or Dealership name and the advertisement was listed under the owner category.

**H & C Auto Inc. and Richard Elliott Call.** Paid a \$250 civil penalty for an advertisement that failed to disclose the processing fee, VADLR or Dealership name and the advertisement was listed under the owner category.

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



*A Reminder from the CDC and the  
Virginia Department of Health.  
For more information on how to reduce the  
spread of Covid-19, 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)

2020	
<b>July 14-15</b>	<b>Comfort Suites - Manassas</b>
	7350 Williamson Blvd, Manassas, VA 20109
<b>August 4 &amp; 5</b>	<b>Thomas Nelson Community College, Hampton</b>
	600 Butler Farm Rd., Hampton, VA 23666
<b>August 18-19</b>	<b>Blue Ridge Community College - Weyers Cave</b>
	Plecker Workforce Center
<b>September 15-16</b>	<b>Community College Workforce Alliance</b> at Reynolds Community College
	1651 East Parham Rd, Henrico, VA 23228
<b>October 20-21</b>	<b>Comfort Suites - Manassas</b>
	7350 Williamson Blvd, Manassas, VA 20109
<b>November 3-4</b>	<b>Thomas Nelson Community College, Hampton</b>
	600 Butler Farm Rd., Hampton, VA 23666
<b>November 17-18</b>	<b>Germanna Community College, Fredericksburg</b>
	10000 Germanna Point Dr., Fredericksburg 22408
<b>December 8-9</b>	<b>Community College Workforce Alliance</b> at Reynolds Community College
	1651 East Parham Rd, Henrico, VA 23228



Please click [HERE](#) or on the graphic on the left to view our Dealership Education videos! More videos will be uploaded on an ongoing basis, so stay informed and receive notifications when new videos are released. The MVDB Education video library will eventually cover a wide range of topics that Dealerships can use to remain compliant with Virginia Code. You may also access these videos from a link on our website Home page.

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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?*



Improper use of Dealer Tag.  
The Code of Virginia states in part that it is unlawful for any dealer to permit dealer's license plates to be used on : §46.2-1550 A (2). Vehicles used to deliver or transport (i) other vehicles....