



Colorado Automobile Dealers Association



# Automobile Dealer Compliance Boot Camp

**A one-day comprehensive compliance training seminar**

Please join CADA and Fairfield and Woods for a full day of auto dealer compliance training. One registration covers the full day of compliance sessions that are designed for you as a dealer/owner or general manager, and others specifically for your team leaders: Sales, Marketing, Human Resources, Finance, and Controller.

**Thursday, December 14, 2017**

Fairfield and Woods • 1801 California Street • Suite 2600 • Denver, CO 80202

**Free Garage Parking**

## Agenda

- 8:00 – 8:30 a.m.** Breakfast/Networking
- 8:30 – 9:20 a.m.** Advertising (for your Marketing Director and Sales Managers) Michael Dommermuth & Randy Earnest, Directors
- 9:30 – 10:20 a.m.** Employment issues (for your Human Resources Manager) Michelle Magruder & Colin Walker, Directors
- 10:30 – 11:20 a.m.** Data Security, Internet and Social Media (for your General Manager and Sales Managers) Michael Dommermuth, Director & Ryan Tharp, Associate
- 11:30 a.m. – 12:30 p.m.** Lunch: The future of automotive retailing Tim Jackson, CADA President & CEO
- 12:30 – 1:20 p.m.** Spot Delivery & Disclosure (for your General Manager and Sales Managers) Michael Dommermuth, Director & Adrian Castro, Of Counsel
- 1:30 – 2:20 p.m.** Buy-Sell (for Dealer/Owner) Randy Earnest & Bruce Fowler, Directors
- 2:30 – 3:20 p.m.** Manufacturer issues: (for your Dealer/Owner, General Manager and Controller) Michael Dommermuth & Craig Joyce, Directors
- 3:30 – 4:30 p.m.** Keynote: Manufacturer Issues: Performance standards and incentives Joe Roesner, Economist and President, The Fontana Group
- 4:30 – 6:00 p.m.** Cocktail Reception

### About our Keynote

Joe Roesner was an expert witness in The Beck Chevrolet case and has provided expert testimony on behalf of dealers throughout the United States. As a nationally recognized authority on manufacturer dealer issues, Joe will share valuable insights you can use in your dealership right away.

## Registration

**\$299** Dealership registration. All who will attend must be identified when you register.

**To register — Deadline December 7, 2017**

Online: [www.colorado.auto/events](http://www.colorado.auto/events)  
E-mail this form to: [SeminarsVP@colorado.auto](mailto:SeminarsVP@colorado.auto)  
Fax this form to: 303.831.4205

### Registration form

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Dealership \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, ZIP \_\_\_\_\_  
 Direct dealership phone number \_\_\_\_\_  
 Cell phone number \_\_\_\_\_  
 e-mail address \_\_\_\_\_

### Please list members of your team who will attend

Name \_\_\_\_\_  
 Cell phone number \_\_\_\_\_  
 e-mail address \_\_\_\_\_

Name \_\_\_\_\_  
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