



Colorado Automobile Dealers Association

F&I Compliance Seminar:

Shawn Mercer, of nationally recognized automotive law firm, Myers & Fuller, to provide training in Colorado

Compliance is a MUST in your F&I Department; don't let your dealership be a lawsuit-waiting-to-happen!

- This presentation will cover the F&I legal issues about which every dealership MUST be knowledgeable; avoid mistakes that often lead to costly litigation
- Plaintiff attorneys and government regulators continue to successfully sue dealers locally and across the country.

City	Date / Time*	Location
Montrose	Wednesday, July 23 7:30 to 11:30am	Holiday Inn Express 1391 S. Townsend Ave., Montrose, CO 81401 Phone: 970.240.1800
Denver	Thursday, July 24 7:30 to 11:30am	William D. Barrow Building (CADA/MDADA Headquarters) 290 E. Speer Blvd (SW Corner of Grant/Speer) Phone: Phone: 303.831.1722
Fort Morgan	Thursday, July 24 2:00 to 6:00pm	Comfort Inn 1417 Barlow Road Fort Morgan, CO 80701 (Exit #82 from I-76) Phone: 970.867.6700
Colorado Springs	Friday, July 25 7:30 to 11:30am	Antlers Hilton Hotel, 4 South Cascade Ave., Colorado Springs, 80903, Phone: 719.955.5600 *Colorado Springs dealers should register with CSADA, Ann Winslow, 719.473.1465/ abwinslow@comcast.net

* BREAKFAST OR DINNER WILL BE PROVIDED.

Topics to be covered include the following:

- Red flags rule requirements
- Adverse action notices (even credit *discussions* may trigger)
- OFAC Reporting – Do you have a written program?
- How to handle negative equity
- New state forms/requirements
- Record retention rules
- Proper sale of back-end products
- Payment packing
- Proper treatment of bank acquisition fees
- D&H fee class actions in CO
- Colorado GAP requirements
- Used car buyers guide; what you probably don't know
- Advertising hot buttons
- **F&I Best Practices**
- Who's getting sued and why
- Update on various state and federal law changes that impact your F&I department
- **PLUS more—all with REAL WORLD examples!**

SHAWN D. MERCER, ATTORNEY, MYERS & FULLER, P.A., WWW.DEALERLAWYER.COM

SHAWN D. MERCER IS A PARTNER IN THE MYERS & FULLER, P.A. LAW FIRM. MR. MERCER'S NATIONAL PRACTICE IS DEVOTED SOLELY TO REPRESENTING MOTOR VEHICLE DEALERS, AND HE REGULARLY WORKS WITH DEALERS TO ADDRESS F&I MATTERS, ADVERTISING COMPLIANCE AND CONSUMER COMPLAINTS. MR. MERCER REGULARLY REPRESENTS DEALERS IN DISPUTES WITH MANUFACTURERS AND CONSUMERS IN MEDIATIONS, ARBITRATION PROCEEDINGS AND IN STATE AND FEDERAL COURT.



REGISTRATION FORM

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TO REGISTER, PLEASE RETURN THIS FORM AND PAYMENT OF \$189*/1ST PERSON + \$169/ADD'L ATTENDEE

*Includes hand-outs and meal.

Email: RSVP@coloradodealers.org

CADA, 290 East Speer Blvd, Denver, CO 80203, Fax: 303.831.9100 [Checks payable to "CADA"]

→ Register for this and other CADA events ONLINE at: www.coloradodealers.org/registration

Dealership Name _____ City _____

(1) Name _____ Title _____

E-mail _____ Phone _____ Fax _____

Credit Card #. _____ EXP _____

(Visa / MasterCard / American Express accepted)

Additional registrants from the same dealership (\$169/person):

(2) Name _____ Title _____

(3) Name _____ Title _____

CANCELLATIONS: MUST BE RECEIVED TWO DAYS PRIOR TO THE TRAINING SESSION

QUESTIONS:

Tim Jackson, 303.282.1448

tim.jackson@coloradodealers.org

Tammi McCoy, 303.282.1449

tammi.mccoy@coloradodealers.org

REGISTRATION/PAYMENT:

Lauren Stadler, 303.457.5123

lauren.stadler@coloradodealers.org