



ATTENTION: F&I AND SALES MANAGERS

WEDNESDAY – MAY 21, 2014

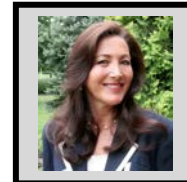
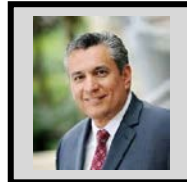
9 A.M. – 11:30 A.M.



RON REAHARD is President of Reahard & Associates, Inc., a nationally recognized training and consulting company. Ron has created and conducted numerous training programs, seminars and management workshops for NADA and various state and local dealer associations. Increase your F&I income and satisfy your customers. Come hear Ron's presentation *"It's All About Adding Value."*

12:30 P.M. – 2 P.M.

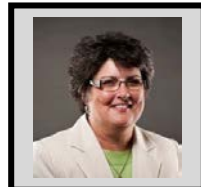
"Fair Lending Compliance." Although industry advocates categorically deny that there is any evidence, whatsoever, of discriminatory lending practices among car dealers, the Consumer Finance Protection Board (CFPB), the trial bar and consumer advocates continue to pressure banks and finance sources on the issue. This presentation will include a mix of lender representatives and the industry's leading advocate—**PAUL METREY, ESQ.** (pictured at right) of NADA—who will discuss and debate the CFPB's latest actions.



Also joining the presentation is **AL ENGEL** of Valley National Bank, representing the lending industry; and **DAN SOTO** of Ally Financial Services. The presentation will be moderated by **JUDY VANN**, President of JV Solutions, and Dean of the NJ CAR ACADEMY. All are pictured above left to right.

2:15 P.M. – 3:45 P.M.

"Implications of Sharing Dealer Data." Do you know how many of your dealership's vendors have access to data in your DMS? Would it surprise you that some vendors who terminate their relationship with a dealership continue to pull data from that dealership's computer system—after the relationship has been terminated? Do you know the "abc's" of web data tracking and the privacy safeguards that must be employed to remain compliant? Our panel of experts will debate and discuss all of these issues.



Our panel of presenters includes: **RANDY HENRICK, ESQ.** of Dealertrack; **ANGIE SHERRELL**, Managing Director of Dataium; and **BRAD MILLER, ESQ.** of NADA who will also moderate the presentation.

**FAX YOUR COMPLETED REGISTRATION FORM TO NJ CAR
609.883.1093**



MAY 21-22, 2014
 SHERATON EDISON RARITAN CENTER
 EDISON, NEW JERSEY

DEALERSHIP REGISTRATION

Please complete this entire form and send **with your payment** to: **NJ CAR, Attn: Nicole Dillon, 856 River Road, P.O. Box 7510, West Trenton, NJ 08628, or complete the credit card information below and FAX to 609.883.1093.** If additional information is needed, contact Nicole Dillon at 609.883.5056, ext. 301 or by E-Mail: ndillon@njcar.org. **Complete one registration form for each registrant attending the event – photocopy additional forms, as needed.**

NAME _____ SIGNATURE _____

- DEALERSHIP PRINCIPAL/OWNER
 GM/GSM
 F&I MGR/FINANCE DIRECTOR
 SALES MANAGER
 INTERNET SALES
 OFFICE MGR/CONTROLLER
 SERVICE/PARTS MGR/DIRECTOR
 OTHER _____

DEALERSHIP NAME _____

ADDRESS _____ CITY/STATE/ZIP _____

PHONE _____ FAX _____ E-MAIL _____

*By registering and attending the **NJ CAR Education & Business Expo**, you grant to NJ CAR and its agents and/or employees, permission to be videotaped or photographed, and further give and assign to NJ CAR the right and/or license to use your image or likeness by NJ CAR for purposes of advertising or promotion, in any form or means of publication, whether print or any electronic media.*

REGISTRATION FEE

| REGISTRATION FEE IS QUOTED ON A PER PERSON/PER DAY BASIS. PLEASE CHECK DAY ATTENDING AND SEMINAR TRACK CHOICE. | Cost | Total |
|--|--------------------------------------|-------|
| <input type="checkbox"/> WEDNESDAY, MAY 21, 2014 <input type="checkbox"/> OFFICE MANAGERS/CONTROLLERS <input type="checkbox"/> F&I MANAGERS <input type="checkbox"/> DIGITAL MARKETING | * 129.00 PER PERSON | _____ |
| <input type="checkbox"/> THURSDAY, MAY 22, 2014 <input type="checkbox"/> SERVICE <input type="checkbox"/> GP/GM/GSM <input type="checkbox"/> INTERNET SALES & BDC | * 129.00 PER PERSON | _____ |
| <i>* Includes admittance for one (1) day to the Business Expo, all seminars and all food functions (Breakfast Buffet, Luncheon and Refreshment Breaks).</i> | | |
| TOTAL REGISTRATION FEE: | | _____ |

CANCELLATION POLICY: *Cancellations received 15 days prior to the event are fully refundable. Substitutes are honored any time without penalty. No-Shows will result in forfeiture of entire registration fee. **Registration fee is non-refundable, if cancellation is made with less than 15-days notice.***

PAYMENT INFORMATION

Check enclosed for the total Registration Fee(s) payable to "NJ CAR"

Charge to the following **CREDIT CARD**
 CORPORATE
 PERSONAL
 AMEX
 VISA
 MASTERCARD
 DISCOVER
 EXP. DATE (MONTH/YEAR) _____/_____/_____

CREDIT CARD NO. _____ CARDHOLDER NAME _____

CREDIT CARD BILLING ADDRESS
 SAME as Corporate Address

I am an authorized user of the above-mentioned credit card and NJ CAR is authorized to charge this card the total amount of registration fees due.

CARDHOLDER SIGNATURE _____