



ATTENTION: OFFICE MANAGERS AND CONTROLLERS

WEDNESDAY – MAY 21, 2014

NJ CAR has arranged special programming for Office Managers & Controllers as part of the 2014 NJ CAR Education & Business Expo. On Wednesday, May 21, 2014 you'll want to come and hear:

9:30 A.M. – 12 NOON



“Five Keys to Profit” – All dealers know how many vehicles sold last month and the gross profit, but if you only had the time to look at five other key items each month, what would they be? **SANDI JEROME** will be discussing what she considers the top five things every dealer should look at each month and what most likely gets missed. Sandi has over 40-years experience in the car business. She eventually became a CPA, office manager, and then controller of a large mega store. Sixteen years ago, Sandi became a computer consultant. She helped start *Digital Dealer* magazine and was its first editor. She has consulted on almost a dozen DMS Systems—including R+R, Dealertrack, AutoSoft—and is a certified ADP consultant, helping to write the ADP Certification Program. Seven years ago, Sandi became frustrated with the progress and cost of DMS Systems and started designing DealerStar—the newest DMS released last year.

1 P.M. – 2:30 P.M.

“What? We’re Being Audited by the MVC?” + *“The Top 10 MVC Changes You Need To Know About.”* – Between them, **BOB MAY**, NJ CAR’s Managing Director & Staff Counsel and **SUE SBARRO**, Director of NJ CAR’s Motor Vehicle Operation, have almost 60 years of experience working with New Jersey’s Motor Vehicle Commission (NJMVC). The duo will provide attendees with guidance to make sure your dealership is ready for a motor vehicle audit...when it comes. And, sooner or later, every dealership should anticipate such an audit. Make sure that you’re compliant with demo plate use, and that you properly maintain logs for eTemps; dealer plates, and dealer reassignments...just to name a few.

Also included in the presentation will be a review of the “Top 10” MVC changes that every dealership needs to know about.

***FAX YOUR COMPLETED REGISTRATION FORM TO NJ CAR
AT 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 _____