

MADA NEWS



**Collision and Service Council
Membership Explodes**

Clearly, based on the initial response, industry leaders were correct in asking MADA to form its own Collision & Service Council. In just the first six weeks of offering membership to the new organization, over 80 dealership professionals have signed on.

“We are getting a great response wherever we go,” stated Denise Anderson, MADA’s assistant director of member relations, about the ground work for the new Council.

The new Collision and Service Council was formed this past autumn after industry leaders from the dealerships came to MADA complaining about the treatment they were receiving from the Minnesota Chapter of the Alliance of Automotive Service Professionals (AASP-MN), which traditionally provides association services for the collision industry. The AASP-MN was conducting anti-dealer advertising in favor of their independent body shop members. Dealership body and service professionals felt they needed a structure that cared about their particular needs rather than an organization actively working against them.

After careful consideration and research over the summer, the MADA Board of Directors approved the new Council which was launched in mid-November.

The scope of AASP-MN’s anti-dealer crusade will be the subject of the upcoming cover story in MADA’s quarterly magazine Minnesota Dealer Outlook.

At a recent meeting between MADA Executive Vice President Scott Lambert and the leadership of AASP-MN, the independent mechanics’ organization remained defiant and unrelenting in their anti-dealership posture.

“They were happy to take membership money from the dealers, but clearly have an

MADA Collision & Service Council Membership..., continued on page 2...

JANUARY 2013

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Growing & Developing Supervisors
Feb 5 & 6 – Minneapolis
Feb 7 & 8 – Brainerd

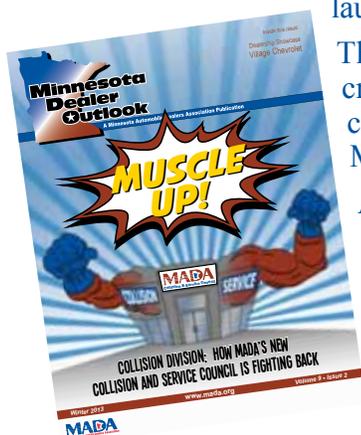
Certified Title
Wednesday, March 6

HR Breakfast Club
Thursday, March 7

Job Fair
Wednesday, March 13

Title Basics
Tuesday, April 9

Additional Classes and Webinars
Watch for e-mail announcements from MADA Newslists or check out www.mada.org for a comprehensive list of all course listings.



LEGISLATIVE NEWS



2013 Legislature Convened

The 2013 Legislature convened in St. Paul on January 8, 2013 for the first year of a two-year biennium. For the first time

in 22 years, the DFL has majority control of both the House of Representatives, the Senate, as well as the Governor's office.

The new DFL legislative leaders have indicated that the budget deficit is their top priority as the state faces a \$1.1 billion shortfall. In addition, they have been clear that both tax increases and budget cuts will be part of the discussion this year.

If you are interested in receiving the latest news from the Capitol, MADA produces weekly Legislative Bulletins emailed to you every Friday during the Legislative Session. Make sure you have the latest information by signing up for our email updates found under the NEWS tab at www.mada.org.

NADA NEWS



NADA Selects New President

NADA has selected Peter Welch, president of the California Auto Dealers Association, to be its new president. Welch was selected after an exhaustive national search made necessary by the departure of Phil Brady, who left to take a lobbying job with the multinational oil company Phillips 66.

"I couldn't be more delighted over the selection of Peter," stated MADA Executive Vice President Scott Lambert. "He is an extremely competent leader and is very highly regarded among all the other state trade association executives."

The announcement was made at a special NADA Board meeting in Dallas. Welch will officially take over at NADA February 1st, just prior to the NADA Convention in Orlando.



Minnesota Automobile Dealers Association

The Minnesota Auto Dealers Association is a non-profit trade association dedicated to the progress of the retail auto industry in Minnesota.

President

Steve Brimhall, *Minnesota Motor Company, Fergus Falls*

President-Elect

Morrie Wagener, *Morrie's Automotive Group, Minnetonka*

Treasurer

Greg House, *House Chevrolet, Stewartville*

Secretary

Mike Saxon, *Inver Grove Ford Lincoln, Inver Grove Heights*

Executive Vice President

Scott Lambert

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FAX: 651-291-2894 • Web site: <http://www.mada.org>

MADA NEWS (cont... from cover)

agenda that isn't in those dealers' best interests," stated Lambert.

"The response from the dealers has exceeded my expectations for starting an organization," continued Lambert, "and we're going to be aggressive about fulfilling the dealers' needs in this area."

MADA Collision & Service Council members will be treated to a special reception at the 2013 Twin Cities Auto Show on Tuesday, March 12th prior to the show's public opening. Members should watch for details.

CONGRESSIONAL ACTION

Senator Klobuchar Legislation to Remove Regulatory Burden

In the last days of the 2012 Congress, amid the chaos of the “Fiscal Cliff” negotiations, Senator Amy Klobuchar worked with NADA and MADA to pass a bill removing a decades-old and rarely used regulation that affected dealerships.

The bill, passed by Congress and now signed into law by the President, repealed the law that required dealers to provide printed copies of the Relative Collision Insurance Cost Information brochure to car and truck buyers upon request. Failure to do so would have resulted in stiff fines.

The booklet was originally designed to provide car buyers with information on the different insurance costs to repair vehicles, but was not helpful to consumers in the showroom. The Obama administration, in a 2011 submission to Congress, said that “a prospective buyer does not need a brochure from the federal government to obtain this information, since insurance agents are trained to provide advice on how model selection affects insurance premiums.”

As always, however, universal agreement did not mean easy passage in Congress. Senator Klobuchar was dogged in her pursuit of this bill.

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LEGAL NEWS

Get Ready for a New OSHA Rule Coming This Year

On March 26, 2012, the Federal Occupational Safety and Health Administration (OSHA) published a final rule modifying the Hazard Communication Standard. The new Standard is designed to conform to a worldwide chemical labeling system designed and maintained by the United Nations. The labeling elements now include a signal word - either "Danger" or "Warning" - plus one or more hazard statements, pictograms and precautionary statements. The same information is required on an updated 16-section Safety Data Sheet.

A quick overview:

- Material Data Safety Sheets (MSDS) will now be called Safety Data Sheets (SDS).
- All employees must be trained in the new label elements and SDS format by December 1, 2013.
- All new SDSs must be compliant with the United Nations label and format changes by June 1, 2015.
- Employers have until June 1, 2016 to update their hazard communication programs and workplace signs.

MADA-endorsed ComplyNet is fully versed and ready to help you transition to the new system. Email pat.tracy@complynet.com for more information.

Employee Social Security Tax Rate Reverts to 6.2%

The December MADA Newsletter correctly reported that the employee portion of the Social Security employment tax would revert to 6.2% effective January 1, 2013. However, we did hold out hope that Congress would take up the tax break

and continue it as part of the so called "Fiscal Cliff" negotiations. As it turns out, that did not happen. Congress allowed the rate to revert from 4.2% to 6.2%.

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Maintenance Contracts Now Taxed Upfront

The Minnesota Department of Revenue announced a change in how retailers must charge sales tax when they sell optional maintenance contracts for a separate charge.

Here's a link to Revenue Notice 12-12 dated November 26, 2012.

Long standing Minnesota Revenue policy had been to treat maintenance contracts as tax exempt when sold but then charge out applicable use tax in the service department when the maintenance work was performed.

Effective immediately, retailers - including dealers - who sell maintenance contracts must collect sales tax up front. Correspondingly under the new interpretation, no use tax is due when the maintenance work is performed.

This policy change only applies to optional maintenance contracts which are sold for a separate charge. It does not apply to warranties or maintenance plans that are built into the price of a vehicle. It also does not apply to service contracts sold for a separate charge designed to protect the customer from defects in the vehicle and unexpected repair costs.

Important: The Department of Revenue has taken the unfortunate position that all taxable prepaid maintenance contracts are subject to the General Sales Tax - not Motor Vehicle Sales Tax. It doesn't matter whether the prepaid maintenance contract is sold as part of the vehicle transaction or sold outside the deal.

The Department distinguishes rustproofing and sealants where a product is physically attached to the vehicle at the time of sale. Rustproofing and sealant products sold with a vehicle should continue with the Motor Vehicle Sales Tax percentage rate and remittance path.

MADA understands the nearly insurmountable accounting and programming problems associated with separating out tax on prepaid maintenance on car transactions. MADA will explore possible legislative fixes for the problem.

Here's a link to Revenue Notice 12-12 dated November 26, 2012:

<http://bit.ly/VbWgqB>

Minnesota Auto Outlook

Released by:
Minnesota Automobile
Dealers Association

Covering the Minnesota automotive market

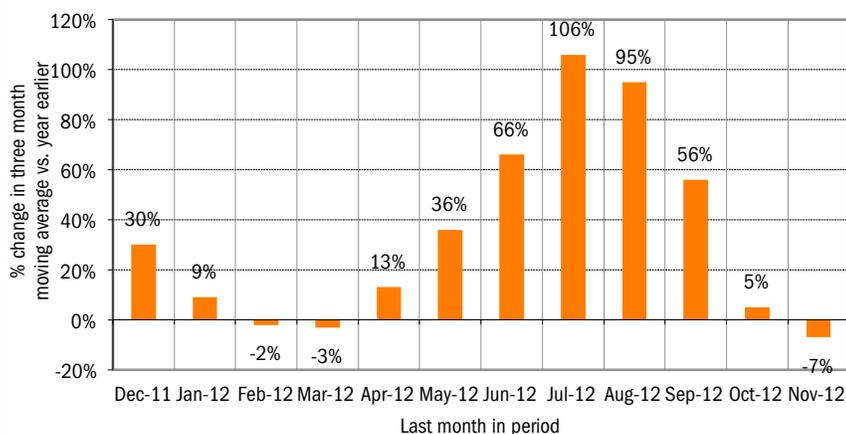
Data thru November 2012

Minnesota New Retail Car and Light Truck Registrations

	Most Recent Two Months			YTD thru Nov			Year To Date Market Share		
	10/11 &	10/12 &	%	YTD 2011	YTD 2012	%	YTD 2011	YTD 2012	change
	11/11	11/12	change						
Industry Total	29,194	28,796	-1.4%	140,851	180,952	28.5%			
Cars	11,876	12,227	3.0%	60,274	77,624	28.8%	42.8	42.9	0.1
Light Trucks	17,318	16,569	-4.3%	80,577	103,328	28.2%	57.2	57.1	-0.1
Japanese Brands	8,978	9,976	11.1%	45,514	58,727	29.0%	32.3	32.5	0.2
Toyota	3,238	4,070	25.7%	16,590	22,820	37.6%	11.8	12.6	0.8
Honda	2,365	2,735	15.6%	13,233	15,948	20.5%	9.4	8.8	-0.6
Nissan	1,784	1,408	-21.1%	7,958	9,437	18.6%	5.6	5.2	-0.4
Other	1,591	1,763	10.8%	7,733	10,522	36.1%	5.5	5.8	0.3
Domestic Brands	15,467	14,300	-7.5%	73,886	93,122	26.0%	52.5	51.5	-1.0
General Motors	7,047	6,161	-12.6%	35,110	40,217	14.5%	24.9	22.2	-2.7
Ford	5,227	5,083	-2.8%	25,258	33,236	31.6%	17.9	18.4	0.5
Chrysler	3,193	3,056	-4.3%	13,518	19,669	45.5%	9.6	10.9	1.3
European Brands	2,098	2,083	-0.7%	9,686	13,406	38.4%	6.9	7.4	0.5
Volkswagen	1,095	1,032	-5.8%	4,811	6,914	43.7%	3.4	3.8	0.4
BMW	460	531	15.4%	2,375	2,980	25.5%	1.7	1.6	-0.1
Mercedes	265	272	2.6%	1,265	1,789	41.4%	0.9	1.0	0.1
Other	278	248	-10.8%	1,235	1,723	39.5%	0.9	1.0	0.1
Korean Brands	2,651	2,437	-8.1%	11,765	15,697	33.4%	8.4	8.7	0.3

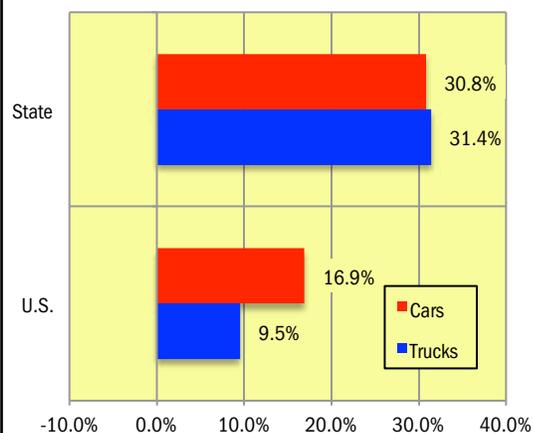
Brands included above: Domestic Brands: GM (Buick, Cadillac, Chevrolet, and GMC), Ford (Ford and Lincoln), Chrysler (Chrysler, Dodge, and Jeep). Japanese: Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Mazda, Mitsubishi, Subaru, and Suzuki). European: VW (Audi, Bentley, and Volkswagen), BMW (BMW, Rolls Royce, and MINI), MB (Mercedes Benz), Other (Aston Martin, Ferrari, Fiat, Jaguar, Land Rover, Lotus, Maserati, and Volvo). Korean: Hyundai and Kia.

Percent Change in Three Month Moving Average of New Retail Registrations versus Same Period Year Earlier



The graph above provides a clear picture of the trending direction of the state market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

Percent Change in State and U.S. New Retail Light Vehicle Markets YTD 2012 thru Oct. vs. YTD 2011



The graph above compares the change in new retail car and light truck registrations in both the state and U.S. markets. **Note: percent change is for year-to-date thru October of this year versus a year earlier. Final U.S. figures for November were not available.**

Data Information

All data represents new vehicle retail registrations in Minnesota and excludes fleet and wholesale transactions. Monthly recording of registrations occurs when the data is processed by the DVS. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. June thru August 2011 reported counts were very low, due to a stoppage in title processing by the state. These transactions were subsequently included during the following months. This has caused the reported declines for September thru November. Data Source: Experian Automotive.

Minnesota New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD 2011	YTD 2012	% change	YTD 2011	YTD 2012
	thru Nov	thru Nov		thru Nov	thru Nov
TOTAL	140,851	180,952	28%		
Acura	972	1,283	32%	0.7%	0.7%
Audi	1,161	1,330	15%	0.8%	0.7%
BMW	1,910	2,328	22%	1.4%	1.3%
Buick	3,191	3,490	9%	2.3%	1.9%
Cadillac	1,135	1,230	8%	0.8%	0.7%
Chevrolet	25,196	28,763	14%	17.9%	15.9%
Chrysler	3,312	4,630	40%	2.4%	2.6%
Dodge	3,761	5,164	37%	2.7%	2.9%
Fiat	57	304	433%	0.0%	0.2%
Ford	24,052	32,115	34%	17.1%	17.7%
GMC	5,587	6,734	21%	4.0%	3.7%
Honda	12,261	14,665	20%	8.7%	8.1%
Hyundai	5,544	7,349	33%	3.9%	4.1%
Infiniti	725	874	21%	0.5%	0.5%
Jaguar	43	46	7%	0.0%	0.0%
Jeep	3,424	5,687	66%	2.4%	3.1%
Kia	6,221	8,348	34%	4.4%	4.6%
Land Rover	224	340	52%	0.2%	0.2%
Lexus	1,625	1,833	13%	1.2%	1.0%
Lincoln	917	1,120	22%	0.7%	0.6%
Mazda	2,798	3,429	23%	2.0%	1.9%
Mercedes	1,247	1,775	42%	0.9%	1.0%
MINI	464	651	40%	0.3%	0.4%
Mitsubishi	522	621	19%	0.4%	0.3%
Nissan	7,233	8,563	18%	5.1%	4.7%
Porsche	118	162	37%	0.1%	0.1%
Ram	3,021	4,188	39%	2.1%	2.3%
smart	18	14	-22%	0.0%	0.0%
Subaru	4,217	6,201	47%	3.0%	3.4%
Suzuki	196	271	38%	0.1%	0.1%
Toyota/Scion	14,965	20,987	40%	10.6%	11.6%
Volkswagen	3,639	5,571	53%	2.6%	3.1%
Volvo	678	779	15%	0.5%	0.4%
Other	417	107	-74%	0.3%	0.1%

Top ten ranked brands in each percent change category are shaded green.



ANSWERS DRIVE RESULTS.

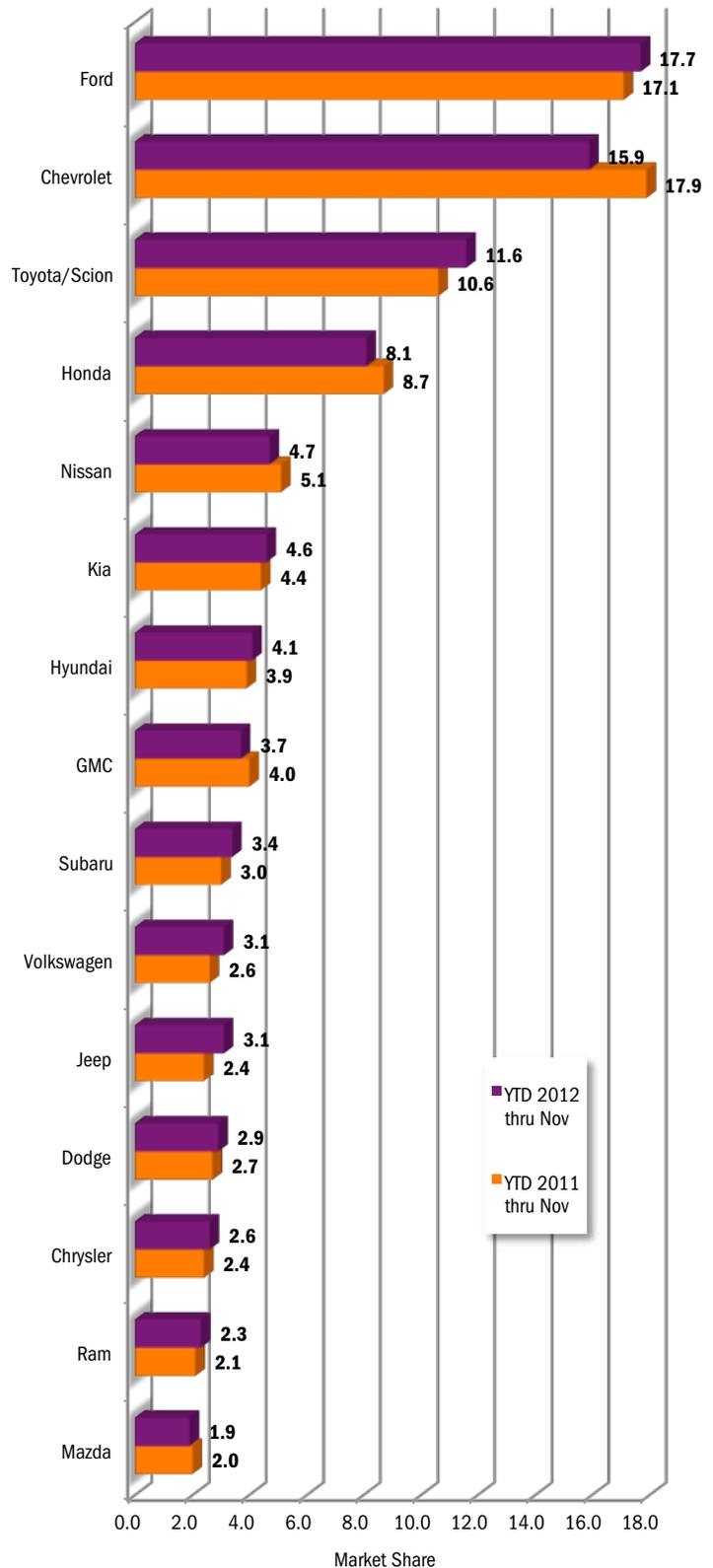
You need insights into your marketplace to make the best decisions to maximize profits. The AutoCount® Dealer Report analyzes full details on new and used competitive dealer market share, down to specific areas you define. You bring the questions. We'll bring the answers.



www.experianautomotive.com 888.211.5809

Experian Automotive is the data provider for Auto Outlook.

**State Market Share for Top 15 Selling Brands
YTD 2012 thru November vs. YTD 2011**



This report is sponsored by the Minnesota Automobile Dealers Association (651-291-2400) and produced by Auto Outlook (800-206-0102).

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Marketing intelligence shared by Visible Customer

There has been a lot of “bad” press about vendor access to dealership data. We advise dealers not to restrict access but take the right steps to protect it.

Here are the top 4 ways to protect your dealership DMS, CRM, and ILM data:

Add yourself to all your databases with various aliases. The idea here is to see if anyone has used your data in any way other than you have approved.

Change all passwords twice a year. This takes a bit of work and therefore, many dealerships will go years without going through all their systems and updating all user names and passwords.

Develop a company policy for access to data. Most dealership data is not stolen by a vendor or company, but taken by an employee upon termination or leave.

Review old vendor billing each quarter. It is good practice to look at a report showing all vendors from the last quarter and determine which you have terminated and take the appropriate steps.



Thank You!

Thanks to the generous contributions of MADA members, CAR and DEAC, the industry’s state and federal political action committees, met their 2012 fundraising targets. CAR and DEAC support bi-partisan candidates for public office who understand the needs of new vehicle dealers.

Check out the special insert recognizing the dealers who helped make the 2012 CAR and DEAC fundraising campaign a success.

“Your gift to CAR or DEAC helps elect policy-makers who understand the unique issues facing the retail auto industry.”

– Paul Walser, CAR Chair



“With fewer dealers than ever before, it’s especially important that every Minnesota dealer contribute to CAR or DEAC. There’s power in the unity of our industry’s support for these funds.” *– Bernie Wagnild, DEAC Chair*





Minnesota Automobile Dealers Association

Endorsed Service & Vendors

Computerized Vehicle Registration
CVR

F&I Products
Protective

Dealership Marketing
Visible Customer

Group Health Insurance
Blue Cross Blue Shield of MN
Delta Dental
ReliaStar Life

Workers Compensation
Ensure Agency
Midwest Family Mutual

Dealer Bond Program
Ensure Agency

Collections
Springer Collections

Check Guarantee/Credit Card Processing
FIS / Certegy

Disability Income Insurance & Section 125 Cafeteria Plans
American Fidelity Assurance

OSHA, EPA & DOT Compliance/Training
ComplyNet Corporation

Fleet Fueling Program
SuperAmerica

Office Supplies
S & T Office Products

Website Management
Autobase

Uniforms and Linen Services
AmeriPride Linen & Apparel Services

Hole-In-One Insurance
Hole-In-One-USA

Pre-Paid Legal, Jim Gavin
Identity Theft Shield & Pre-Paid Legal Services



MADA Services sells a wide variety of products directly to the dealers including business forms, clothing and promotional items. For a full review of options, contact your sales representative at 651-291-2400 or go to www.mada.org

MEMBER NEWS

Dahl Automotive has acquired *Walz Chevrolet Buick GMC* in Winona and will do business as *Dahl Chevrolet, Buick GMC, Inc.*

Our condolences go out to the Morrie Wagener family in the passing of Morrie's wife, Virginia. Morrie is the owner of *Morrie's Automotive Group*.

FAQ

Q *When we deliver a new car, our cleanup department removes the Monroney MSRP Label and puts it in the glove box for the customer. Is that OK?*

A No. Federal Law states that the Monroney Label must be in the window when the vehicle is delivered to the customer.

Here are the words of 15 United States Code §1233:

"Any person who willfully removes [the Monroney Label] prior to the time that such automobile is delivered to the actual custody and possession of the ultimate purchaser... shall be fined not more than \$1000, or imprisoned not more than one year, or both. Such removal, alteration, or rendering illegible with respect to each automobile shall constitute a separate offense."

MADA NEWS



CVR Program Has Record Year

Improvements to the program and continued lengthy delays in title processing from the state have propelled the CVR program to a record year. Overall the program posted over 64,000 transactions in 2012 and averaged 6,250 per month in the last quarter. With over 100 dealers now on the program, and a backlog of dealers waiting to be installed, CVR expects an even bigger year in 2013.

A couple of factors contributed to this growth. First, interminable delays in title processing at DVS forced the issue for many dealers whose CSI scores were affected by late title transfers. Secondly, in 2012 MADA promoted changes to the law governing CVR transactions that allow for plates and stickers to be attached to the vehicle on another date after the sale. This had the effect of moving plates and stickers out of F&I offices and into business offices where many dealers were more comfortable having them.

Dealers interested in joining the CVR process should contact their MADA Sales Representative.



Collision & Service Council

Fax to: 651-291-2894 attn: MADA Collision & Service Council

A Clear Voice for Dealership Collision and Service Centers

Collision and Service Managers

By now, you have probably heard about the launch of the MADA Collision & Service Council. The Council is the only member organization established solely for the purpose of promoting and advancing the service and body shop industry exclusive to Minnesota new car and truck dealerships.

To learn more about the Council, how it got started and the goals of the organization, you'll find great information in this newsletter as well as the full story in the latest issue of MADA's magazine, Minnesota Dealer Outlook. If you have any questions or would like a personal visit to discuss the Council, please contact Denise Anderson at 651-789-2950 or email denise@mada.org.

Council membership is open to any employee of a new car or truck dealership with an interest in the collision or service industry. To sign up now, simply complete the information below and fax this application to MADA at 651-291-2894.

Membership Application 2013

Yes, please enroll the following individuals from my dealership in MADA's Collision & Service Council. Each membership is \$125. Your MADA Services Account will be billed for the total.

Company Name _____

Dealership Name _____

Collision _____ Service Center _____ Both _____

Name _____ Title _____ (\$25)

Fax this Application to: MADA, attn Collision & Service Council at 651-291-2894

email repair@mada.org or mail to:

MADA Collision & Service Council
200 Lothenbach Avenue
West St. Paul MN 55118

email: repair@mada.org

website: <http://www.mada.org/about/CollisionServiceCouncil>

Become a Certified Title & Registration Professional

The Certified Title & Registration Program has been designed in a coordinated effort with MADA, Driver and Vehicle Services and the Deputy Registrars. Certified Title & Registration Professionals become eligible for CVR (Computerized Vehicle Registration) and will, therefore, be granted unique access to the state's e-support mechanisms with the ability to electronically communicate customer's information to the Deputy Registrar and the State.

All three classes** are mandatory and must be passed (with a test score of 70% or better) to become certified and eligible for CVR. Testing will be conducted by DVS following each class. Individuals who successfully pass the three subject areas will be certified for three years. Continuing education will be required to maintain individual certifications.

New to Fleet

This class addresses transfers which create the first Minnesota Certificate of Title. These include new vehicle sales, leases and transfers based on out of state titles. Also, learn about special situations including secure reassignments, secure powers of attorney, dealer conditionals and special plates.

Sales Tax

Minnesota motor vehicle sales tax requirements can be complex. In this class, \$10 and \$90 "in lieu" taxes, discounts, rebates, disabled modifications, gift exemption, divorce, trusts and many other special situations and exemptions will be covered. This class also explores the legal options for dealers titling vehicles for resale and dealership business use.

Minnesota Titles and Transfers

In this class, you will become proficient in the requirements for transferring ownership of Minnesota titled/registered vehicles; use of Minnesota secure power of attorney and reassignment forms; how to correct ownership, alterations or other incorrect information; and learn about common form attachments (transfer upon death, repossessions, grants or release of liens, and more).

Please refer to the reverse side of this form for dates and times of each class and for registration information.

**Important note: these classes are not designed to teach the titling process. The purpose is to improve accuracy and consistency of data, promote quality customer service and expedite the production of state titles. Certification is mandatory to obtain CVR. To participate in any of the title classes (New to Fleet, Sales Tax and Minnesota Titles and Transfers), it is suggested that participants have at least one month experience working directly with titles.

Please indicate the date and classes you wish to attend.

Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950	Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950	Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950
Wednesday, March 6, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm	Tuesday, May 14, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm	Tuesday, July 9, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm

Each class is \$99 and will be billed directly to your MADA Services Account.

TO REGISTER: You may either fax this form to MADA at 651-291-2894, e-mail to denise@mada.org or register online at www.mada.org.

MADA will send you a confirmation and directions prior to the class. Refunds only on cancellations made 24 hours prior to class.

Name _____

Dealership _____

Phone _____

E-mail _____

PLEASE NOTE: State E-Support User-ID# is required to log on the DVS website. To obtain an E-Support User ID, go to the website: www.mndriveinfo.org. Click on DVS Resources on the left toolbar, click on Dealer Info., click on On-Line Access for the form(s).

Any questions, please contact Denise Anderson at 651-789-2950 or denise@mada.org

Job Fair



at the Auto Show!

Wednesday, March 13, 2013

10:00 a.m. – 3:00 p.m.

Last year's Job Fair at the Auto Show was a great success! So good that MADA will be repeating this one-day event, but it will be bigger, better and more interactive than before. We will extend the hours, move the location to the main floor, offer a large-screen video about dealership careers, and give job candidates a chance to win a \$500 gift certificate for visiting each booth.

So if your dealership is hiring or if you plan to hire, you won't want to miss out on this event.

Booth includes:

- 8' long x 3' deep booth
- one - 6' draped table
- one - 7" x 44" sign
- set-up and dismantle
- all taxes
- pipe and drape
- two side chairs
- wireless internet
- job fair promos
- Optional: Electric service @\$110 (tax included)

Job Fair Booth Pricing:

Single Rooftop:	\$550
Auto Group 2-5 rooftops:	\$1,200
Auto Group 6+ rooftops:	\$1,800

Sign up by February 1st and get a \$100 discount.

If you would like to participate in the job fair, please complete the area below and email to denise@mada.org, fax to 651-291-2894 or register online at www.mada.org. Space is limited so please sign up early. Your Dealer Services account will be billed directly. Sorry, no refunds on cancellations. MADA will mail a confirmation of your participation and details by mid-February. Any questions, please call Denise Anderson 651-789-2950.

Job Fair Booth Registration

Dealership/Dealer Group _____

Contact (Name) _____

Phone _____ Email _____

Copy for booth sign: _____

Electric: ___ yes, please add electric (\$110 including tax) for each booth.



TITLE BASICS

This class prepares title clerks for the Certified Title Professional program.

This class is designed to familiarize new title clerks with the necessary forms, information and procedures required in this position. This hands-on training will broaden the understanding of state forms, their proper application and fee allocation.

TITLE BASICS* is intended to ease any anxiety associated with the sometimes complicated forms. Aly Quinn will work with you to help better understand the forms, fees, titles, transfers, etc. Aly, having done title work for a dealership as well as for the White Bear Licensing Bureau, has over 15 years of combined titling experience and is currently working with CVR.

This class will prepare title clerks for the Certified Title Professional program which is offered at MADA in conjunction with DVS. The class agenda is as follows:

- Hour one:** Getting to know the forms
- Hour two:** Understanding the fees
- Hour three:** Making sense of the information and a one-on-one Q & A

Participants will also receive a booklet with all of the forms and helpful hints

COST: \$179/person. Your MADA Services Account will be billed directly.

TO REGISTER: Register online at www.mada.org/training, e-mail to denise@mada.org or fax to MADA at 651-291-2894. MADA will send you a confirmation and directions prior to the class. Refunds only on cancellations 48 hours prior to the class.

Tuesday, April 9, 2013

Minneapolis Marriott NW - Brooklyn Park

1:00 p.m. - 4:00 p.m.

Name(s) _____

Name(s) _____

Dealership _____

e-mail _____ phone _____

Any questions, please contact Denise Anderson at 651-789-2950 or denise@mada.org