



# HOW TO SELL A CAR AND *KEEP IT SOLD!*

**PRESENTER: ATTORNEY KEITH WHANN**

***Offered 1 day only! Monday August 28th - 9 to 11:30 am***

**JOIN US FOR THIS ONE-OF-A-KIND INTERACTIVE SESSION**

**Keith will take us through a car deal from start to finish, reviewing each document in a format allowing you to work along with your dealership's "live" car deal making sure:**

- There are no gaps in your car deal and no documents are missing
- All required disclosures are made in the correct fashion
- The obligations, rights and remedies of the dealership and the consumer are correctly stated
- All agreements of the parties and individual documents are properly integrated in your deal
- Your documents are drafted correctly and don't conflict with other documents in your deal
- Each document and its contents don't conflict with any of your electronic processes
- Each document is being used properly by your dealership employees

**While building the proper structure and content for your car deal, Keith will also cover:**

- Tactics consumer lawyers, bankruptcy trustees and regulators use to "break" a car deal
- Ways lenders require a dealership to buy back a deal assigned on a nonrecourse basis
- The CFPB's new Examination Procedures and how Lender Dealer Agreements will change
- How the Internet, offsite and third party online activities create challenges to a car deal
- Why new dealership technology presents both challenges and opportunities to a car deal
- Recent regulatory and legislative actions and initiatives and their impact on your car deal

**LOCATION:**

425 Metro Place North  
3rd Floor Training Room  
Dublin, Ohio 43017

**DATE & TIME:**

**Monday Aug 28, 2017**  
9am to 11:30am  
Doors open at 8:30am

**RSVP: <https://dppseminar-keithwhann.eventbrite.com>**