

YOU'RE INVITED TO OUR:

2016 Texas Auto Dealers Seminar Series

DALLAS

Sept. 22, 2016
Maggiano's Dallas
205 Northpark Center
Dallas, TX 75225

HOUSTON

Sept. 23, 2016
Maggiano's Houston
2019 Post Oak Blvd.
Houston, TX 77056



SEMINAR TOPICS

The cost of good enough: what litigation and turnover are really costing your dealership

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Dealership tax update

CROWE HORWATH LLP

Legal update 2016: current trends in the automotive industry

JOHNSON DELUCA KURISKY & GOULD PC

New overtime rule: What will change for dealerships?

FISHER & PHILLIPS LLP

Stay one step ahead of the latest fraud trends: What's on the horizon for 2016?

BANK OF AMERICA MERRILL LYNCH

PRESENTED BY:

Bank of America Merrill Lynch
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Crowe Horwath LLP

Fisher & Phillips LLP

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OF WORKPLACE LAW™

JD K G
JOHNSON DELUCA KURISKY & GOULD, P.C.
ATTORNEYS AND COUNSELORS

This program will offer attendees a higher-level, inside look into some of the key issues facing retail dealers today. Presenters will include some of the leading professionals across the various industries that have been serving dealerships for generations.

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WHO SHOULD ATTEND:

Dealers and their top managers who would benefit from information in the finance, legal, operations, fraud, and HR areas.

Prerequisites: none
Advanced preparation: none
Program level: basic

RECOMMENDED FOR:

CPE credit/field of study: 1.0 tax;
4.0 specialized knowledge

Space is limited, so please RSVP by Sept. 18.

Register online at: www.crowehorwath.com/txdealerseminar

Or email the information to Kaitlyn Delaney at: kaitlyn.delaney@crowehorwath.com

Please check one:	DALLAS	<input type="checkbox"/>	HOUSTON	<input type="checkbox"/>
	DATE: Thursday, Sept. 22, 2016		DATE: Friday, Sept. 23, 2016	
	PLACE: Maggiano's Dallas 205 Northpark Center Dallas, TX 75225 +1 214 360 0825		PLACE: Maggiano's Houston 2019 Post Oak Blvd. Houston, TX 77056 +1 713 961 3565	
	TIMES: 8-8:30 a.m. Registration and breakfast 8:30 a.m.-2 p.m. Seminar and lunch		TIMES: 8-8:30 a.m. Registration and breakfast 8:30 a.m.-2 p.m. Seminar and lunch	

Name(s) and title(s) of attendee(s) _____

Company name _____

Primary contact _____ Phone _____

Address _____

City _____ State _____ ZIP _____

Email _____

There is no registration fee to attend; therefore, there is no cancellation fee or refund. But space is limited, so registration is required.

The cost of good enough: what litigation and turnover are really costing your dealership

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Good enough just doesn't cut it. It costs too much. Believe it or not, your "good enough" compliance program is eating into your profits. It's damaging your business through turnover and inefficiency. And it's damaging your bottom line through penalties and litigation. Most likely you haven't taken a look at the true cost.

After attending this session, participants should be able to:

- Develop tactical recruiting, onboarding, training, and reporting strategies they can implement at their dealerships
- Calculate what a bad hire costs their dealerships

Dealership tax update

CROWE HORWATH LLP

This session will cover recent tax rule changes and updates that affect dealerships and their owners.

After attending this session, participants should be able to:

- Recognize changes resulting from the PATH Act and other recent tax law updates from the past year
- Assess tax law changes and updates and how they will affect dealerships and owners

Legal update 2016: current trends in the automotive industry

JOHNSON DELUCA KURISKY & GOULD PC

An update on recent case law and litigation trends affecting Texas auto dealerships will be presented.

After attending this session, participants should be able to:

- Identify contemporary trends in Texas and federal law affecting their daily operations
- Evaluate and alter their business practices to account for the trends identified in the session

Important note:

Each participant must sign in individually at the program event with their name and the email address to which their CPE certificate should be emailed. CPE can only be awarded for portions of the event in which individuals are present and actively engaged in the program.

For questions or concerns about the program or CPE, contact Kaitlyn Delaney at: kaitlyn.delaney@crowehorwath.com

New overtime rule: What will change for dealerships?

FISHER & PHILLIPS LLP

The U.S. Department of Labor recently announced new regulations that will significantly affect the availability of so-called "white collar" exemptions to the overtime requirements of the *Fair Labor Standards Act*. In particular, the minimum salary requirement will leap to \$47,476 per year, meaning many lower-paid managers who would otherwise qualify must now be paid time-and-a-half for all hours worked over 40 in a workweek.

After attending this session, participants should be able to:

- Evaluate whether dealership employees still qualify for overtime exemptions
- Determine whether their dealership satisfies the "retail service establishment" test, making it eligible for a powerful "backup exemption"
- Identify those positions that qualify for the 13(b)(10) exemptions available only to automotive dealerships

Stay one step ahead of the latest fraud trends: What's on the horizon for 2016?

BANK OF AMERICA MERRILL LYNCH

The evolving landscape related to the changing fraud environment will be discussed. Fraud attempts are becoming more complex, adopting an enterprise view perspective, and presenting corporations with added vulnerabilities. Most importantly, this presentation will stress how to stay abreast of the current fraud schemes being observed.

By attending this session, participants should be able to:

- Identify current fraud trends and learn strategies aimed at steering clear of those events
- Apply common best practices and then audit their organizations to determine any gaps
- Evaluate corporate policies and procedures for opportunities for improvement



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