



Independent Motor Vehicle Dealer Operator Training Program

BACKGROUND INFORMATION

As of January 2006, all new independent motor vehicle dealership owners/operators are required by Virginia state law to successfully complete a course of study before being allowed to take the independent dealer-operator qualification test.

The Virginia Community College System has teamed up with the Virginia Independent Automobile Dealers Association (VIADA) to offer the two-day training course at several community colleges throughout the state.

COURSE OVERVIEW

While required for all new independent dealership owners and operators, the 14 contact hours course is a great compliance review tool for current dealers and an excellent training tool for new employees. Course topics include:

- Establishing your dealership according to local zoning laws & Dealer Board requirements
- The A—Zs of the sales process
- The Expenses involved in opening and operating a dealership
- A discussion of ethics

WHEN & WHERE

Tuesday & Wednesday, September 25 & 26, 2007
8 a.m.— 5 p.m. (with 1-hour lunch break)

Thomas Nelson Community College
525 Butler Farm Road
Hampton III Building, Suite 102, Room 710

HOW MUCH

\$300

QUESTIONS

Denise Siegfeldt, Director of Continuing & Professional Education
Telephone: (757) 825-2937
Email: siegfeldtd@tncc.edu
Fax: (757) 825-3552