



Independent Motor Vehicle Dealer Operator Training Program

Tuesday & Wednesday, May 19 & 20, 2009
8 a.m. — 5 p.m.

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

Tuition — \$300

EXCELLENCE IN WORKFORCE SOLUTIONS!

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 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

QUESTIONS

Contact Denise Siegfeldt, Director of Continuing & Professional Education

Telephone: 757.825.2937

Email: siegfeldtd@tncc.edu

Fax: 757.825.3552

