

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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WANADA Open Coming Up on June 17

The WANADA Open is just around the corner, and availability is going fast! Every year the Open is a must-attend event for WANADA dealers and Kindred-line members, who have the opportunity to play a world-class golf course, network with their industry peers, and have the chance to win some great prizes.



This year's event will be held Monday, June 17 at the Trump National Golf Club in Potomac Falls, Va., overlooking the Potomac River in eastern Loudoun County. Dealers and Kindred-line members can register for the golf tournament as a foursome; as in past years, the competition will be a best-ball team competition, with the three lowest-scoring teams winning some very nice prizes.

Complimentary breakfast and lunch will be served to competitors, as will dinner. For those who wish to skip the golf, they can register for the afternoon happy hour and dinner; all attendees will have the opportunity to win a number of different door prizes, while they enjoy drinks and a world-class meal amongst beautiful scenery.

To register, [please click here](#). For any questions, please contact Kathy Teich at kt@wanada.org, or by calling the WANADA office at 202-237-7200. WANADA Open Registration is sponsored by [Penney Design Group](#).

Legal/Ethics Training for Sales Personnel Being Held June 25-26

As public-facing staff members responsible for selling members of the public one of their biggest financial assets, auto dealership sales personnel need to be sure that they are always aware of the regulations that govern the car-sales business. At the local, state, and federal levels, policymakers are constantly refining processes and standards surrounding auto retailing, and specific regulations can (and often do) vary from county to county, and certainly from state to state.

With this in mind, WANADA is offering [legal and ethical standards training and certification courses](#) for salespeople and managers, to be held on June 25 (for sales staff) and June 26 (for

sales managers). Trainers from JM&A Group, an automotive finance and insurance services provider, will give sales personnel overview on critical compliance and regulatory issues that are being enforced by the federal government and the states/localities in this region, including the Gramm-Leach Bliley Act, the Equal Credit Opportunity Act, and much more.

Attendees will also get the chance to participate in real-life exercises using true case studies to learn how to make sure they're always compliant, no matter what specific situation they encounter at the showroom. At the end of the course, participants will have the chance to take an online legal exam to earn a certificate of participation for taking part in this event.

The workshops cost \$100 each, and will be held at the WANADA office in northwest Washington. For more, information, and to register, [click here](#). In addition, JM&A is offering [special discounts to WANADA members](#) for their online courses for compliance managers, comptrollers, and more. For questions, please contact Kathy Teich at kt@wanada.org, or by calling 202-237-7200.

The standards training courses are generously sponsored by [JM&A Group](#).

New MVA Bulletin Regarding Plug-In Tax Credits

All of Maryland's currently-allotted tax-credit funding for plug-in electric and fuel cell vehicles has already run out for the upcoming fiscal year, according to a note published this week by the state Motor Vehicle Administration. The state is informing dealers that they must make their customers aware that the tax credit may not be available to them, if no additional funding is authorized.

According to the bulletin, [which you can read here](#), the state has already received enough requests to deplete \$6 million worth of tax credits for a fiscal year that doesn't even begin until July 1. The funding issue notwithstanding, the \$3,000 credit is available to Marylanders who purchase a new plug-in electric or fuel cell vehicle and register it in the state.

The funds for Fiscal Year 2019 ran out last November, and the state has held off on processing new tax credit requests since that time. Maryland will process tax credits again beginning on July 1 for those who have already applied for them, in chronological order from the time that the applicant submitted their credit request to the state.

For more information, dealers are encouraged to contact the MVA's Refund Department at 410-768-7346.

In Memoriam: Bob Rosenthal

WANADA is sad to report the passing of its longtime dealer member Robert M. Rosenthal, head and founder of the Rosenthal Automotive Group. He died over Memorial Day Weekend at the age of 91. An eminently successful automobile retailer, Bob Rosenthal spent his career running and building the vast dealership organization that bears his name. A native Washingtonian, he started in the business with his father, Harry Rosenthal, from whom he took over. An industry



Robert Rosenthal

pacesetter and trailblazer, Bob Rosenthal was one of the first dealers in metropolitan Washington and the U.S. to expand his company in the 1970s into a multi-franchised, multi-location “mega dealer” organization, which today boasts 15 plus dealerships inside and around the Capital Beltway under the auspices of the holding company, Geneva Management.

Over the years, he successfully and generously assisted any number of key Rosenthal Automotive executives to become franchised new car dealers in their own right.

Among other things, he chaired WANADA’s Board of Directors and The Washington Auto Show. He co-founded the Capital Automotive REIT with fellow dealer Jack Pohanka. He was a TIME Magazine Dealer of the Year and an AIADA/Sports Illustrated Dealer of Distinction.

A private funeral and interment was conducted by the family with a full scale memorial service planned for friends and associates next fall. WANADA will provide the details at that time.

Contributions to his memory can be made to the [Children’s National Medical Center](#) in Washington, D.C., or the [Nantucket Conservation Foundation](#), 118 Cliff Road, P.O. Box 13, Nantucket, MA 02554.

To Bob’s life partner and wife, Marion, and his entire family, WANADA extends its sincerest sympathies, ever mindful of his lasting legacy and innumerable contributions to the automobile industry and Washington area community at large.

WANADA’s ADEI Recruits New Applicants at Hiring Fair



Joe Koch, WANADA’s VP of Operations, at the Home Educators of America Hiring Fair

WANADA’s Automobile Dealer Education Institute sponsored a table at the Home Educators of America Hiring Fair in McLean last week. Joe Koch, the association’s Vice President of Operations, and Billy Painter, WANADA’s Member Services Specialist, were at the event, which was targeted towards home-schooled students and those enrolled in private schools.

While WANADA has had trusted technical education partners in the Montgomery County and Fairfax County school systems for years, the Home Educators of America’s hiring fair provided ADEI with the chance to connect with a different pool of recent graduates who are in the market for a vocational job. The hiring fair was part of Home Educators of America’s two-day conference at McLean Bible Church, which featured a robust roster of speakers and “the largest used curricula sale in Northern Virginia” for parents who choose to home-school their children.

WANADA Members Help Identify Alleged Thief at Md. Dealerships

WANADA has always been a vital resource for members to work together to protect their businesses, including when it comes to preventing thefts and break-ins at their dealerships. This past week, members did their part to help identify a suspect who Montgomery County Police believe burgled multiple dealerships in Gaithersburg. The Montgomery County Police put out this notice recently, and last Saturday WANADA emailed the flyer to the membership.

Less than 12 hours later, one of our WANADA members was able to positively identify the suspect, who they said had previously worked at their dealership. As of Tuesday night, the County Police are still investigating, and have not yet arrested the suspect; however, they would not have been able to gather this vital lead without the help of WANADA's membership. WANADA wants to extend many thanks to the dealer who provided this tip, one that helps protect all of us in the region.

Staying Ahead...

Don't let people talk you into doing the safe thing. Listen to what's inside of you and decide what it is that you care about so much that you're willing to risk it all. – Sen. Barack Obama, Evanston, Ill., 2006

