



Colorado Automobile Dealers Association

# Motor Vehicle Franchise Industry Updates

Keep your dealership out of the cross-hairs of manufacturers and regulators!

**Richard Sox, Partner in nationally recognized automotive law firm, Bass Sox Mercer, to provide training in Colorado**

Learn more about dealer rights and protections, arbitrations, heightened threats on dealer deficient sales performance, strategies for discontinued brands, new line make franchises and more!

## Who should attend?

### Dealer principals, general managers, GSMs, controllers & dealer attorneys

- Dealership Rights: Make sure you understand your rights and obligations in order to fully assert protection—and to ensure you are not signing rights or protections away without recourse!
- Newly enacted Colorado franchise protections
- Review of lessons learned for ALL dealers from GM & Chrysler arbitrations
- Dealer protections against exclusivity and forced facility upgrades
- Review of manufacturer audit and chargeback limitations under Colorado law
- Strategies for responding to increased manufacturer threats of deficient sales performance
- Termination benefits for dealers with discontinued linemakes and individually terminated franchises
- Dealer protections against distributors and foreign manufacturers
- Examples from specific manufacturer programs and actions will be included
- Preview of new and additional dealer protections under consideration for Colorado



City	Date / Time*
Loveland	Tuesday, Nov. 09 12:00pm (Noon)-2:00pm <i>Lunch included</i>
Pueblo	Tuesday, Nov. 09 5:30pm-7:30pm <i>Dinner included</i>
Colorado Springs	Wed., Nov. 10 7:30am to 9:30am <i>Breakfast included</i>
Denver	Thursday, Nov. 11 7:30am to 9:30am <i>Breakfast included</i>
Glenwood Springs	Thursday, Nov. 11 12:30pm to 2:30pm <i>Lunch included</i>
Grand Junction	Thursday, Nov. 11 5:30pm to 7:30pm <i>Dinner included</i>

### RICHARD N. SOX, BASS SOX MERCER LAW FIRM



RICHARD SOX IS THE MANAGING PARTNER AT BASS SOX MERCER LAW FIRM WHICH FOCUSES PRIMARILY UPON THE REPRESENTATION OF MOTOER VEHICLE DEALERS. MR. SOX ASSISTS DEALERS IN BOTH MANUFACTURER SPONSORED AND JUDICIAL MEDIATION, STATE-MANDATED ADMINISTRATIVE PROCEEDINGS AS WELL AS IN STATE AND FEDERAL COURT. MR. SOX IS NOT LIMITED TO ANY PARTICULAR STATE IN HIS REPRESENTATION OF DEALERS. MOST RECENTLY, HE HAS UNDERTAKEN THE LEAD ROLE IN ASSISTING VARIOUS STATE DEALER ASSOCIATIONS IN REVISING AND UPDATING THEIR FRANCHISE PROTECTIONS. MR. SOX WAS ADMINTTED TO THE FLORIDA BAR IN 1993. HE WRITES A MONTHLY FRANCHISE LAW COLUMN FOR DEALER MAGAZINE AND IS REGULARLY QUOTED IN INDUSTRY PERIODICALS, INCLUDING AUTOMOTIVE NEWS.



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City	Date / Time*	Location
Loveland	Tuesday, Nov. 09 12:00pm (Noon)-2:00pm Lunch included	<b>Embassy Suites Loveland</b> 4705 Clydesdale Parkway Loveland, 80538 Phone: 970.593.6200
Pueblo	Tuesday, Nov. 09 5:30pm-7:30pm Dinner included	<b>Marriott Hotel Pueblo</b> 110 W. First Street, Pueblo, 81003 Phone: 719.542.3200
Colorado Springs	Wed., Nov. 10 7:30am to 9:30am Breakfast included	<b>Department of Motor Vehicles Powers Office</b> 5650 Industrial Place (Southeast Corner of Powers Blvd. and Airport Road) **Colorado Springs dealers should register directly with CSADA, Ann Winslow, 719.473.1465 abwinslow@comcast.net
Denver	Thursday, Nov. 11 7:30am to 9:30am Breakfast included	<b>William D. Barrow Building</b> CADA Headquarters, Media Center 290 East Speer Blvd, Denver, 80203 Phone: 303.831.1722
Glenwood Springs	Thursday, Nov. 11 12:30pm-2:30pm Lunch included	<b>Glenwood Springs Ramada Inn</b> 124 W 6th St, Glenwood Springs, 81601-2912 Phone: 970.945.2500
Grand Junction	Thursday, Nov. 11 5:30pm-7:30pm Dinner Included	<b>Holiday Inn &amp; Suites (New airport location, Exit 31 Horizon)</b> 2751 Crossroad Blvd., Grand Junction, 81506 Phone: 970.424.5888

**TO REGISTER, PLEASE RETURN THIS FORM AND PAYMENT OF \$199/ 1<sup>ST</sup> PERSON AND \$179 / ADD'L PERSON**  
CADA, 290 East Speer Blvd, Denver, CO 80203, Fax: 303.831.9100 [Checks payable to "CADA"]

→ Register for this and other CADA events ONLINE at: [www.coloradodealers.org/registration](http://www.coloradodealers.org/registration)

Dealership Name \_\_\_\_\_

Location Attending: \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Credit Card # \_\_\_\_\_  
(Visa / MasterCard / American Express accepted)

EXP \_\_\_\_\_  Check to request invoice

**CANCELLATION POLICY:** CANCELLATIONS MUST BE RECEIVED TWO DAYS PRIOR TO THE TRAINING SESSION

**Questions:**

Tim Jackson, 303.282.1448  
[tim.jackson@coloradodealers.org](mailto:tim.jackson@coloradodealers.org)

Deb Lay, 303.282.1453  
[deb.lay@coloradodealers.org](mailto:deb.lay@coloradodealers.org)

**Registration/Payment:**

Lauren Stadler, 303.457.5123  
[lauren.stadler@coloradodealers.org](mailto:lauren.stadler@coloradodealers.org)