



Bring your attorney with you!

Dealer Rights and Protections Seminar:

Know your rights! Recognize your obligations!

William E. Walters, Kelly Garnsey Hubbell + Lass, LLC

Colorado enacted significant new franchise law protections for dealers in 2009:

- Dealership Rights: Make sure you understand these rights and dealer obligations in order to fully assert protection—and to ensure you are not signing rights or protections away without recourse!
 - Colorado Motor Vehicle Dealer Act (Franchise Law) – new protections:
 - **Limits the look-back period for warranty and sales incentive audits**; prevents unreasonably short time periods to submit claims
 - Exclusivity mandates prohibited; dealer notice requirements
 - Site control / facility upgrade mandate restrictions; facilities assistance
 - Buy/sell, transfer/relocation, or change of management – approval requirements
 - Pricing variance limitations; **incentives/rebates/bonuses must be available to dealers equally**
 - Manufacturer requirements/duties for market withdrawal or termination; inventory repurchase requirements
 - Re-cap of existing protections along with manufacturer relations generally
 - Lessons learned in GM/Chrysler bankruptcies – **protect your personal and dealership assets**
- Dealer Obligations: keep your dealership out of the cross-hairs of regulators, lawyers, and consumers!
 - State regulatory requirements and dealer investigations
 - Risks and penalties of various violations and/or lawsuits



City	Date / Time*	Location
Glenwood Springs	Tuesday, Nov. 10 7:30am to 9:30am Breakfast included	Glenwood Springs Ramada Inn 124 W 6th St, Glenwood Springs, 81601-2912 Phone: 970.945.2500
Grand Junction	Tuesday, Nov. 10 11:30am to 1:30pm Lunch included	Holiday Inn & Suites (New airport location, Exit 31 Horizon) 2751 Crossroad Blvd., Grand Junction, 81506 Phone: 970.424.5888
Denver	Wed., Nov. 11 7:30am to 9:30am Breakfast included	William D. Barrow Building (CADA Headquarters) 290 E. Speer Blvd (SW Corner of Grant/Speer), Denver, Phone: 303.831.1722
Loveland	Wed., Nov. 11 11:30am to 1:30pm Lunch included	Loveland Embassy Suites (next to Budweiser Events Center) Clydesdale Parkway, Loveland, 80538 Phone: 970.593.6200
Pueblo	Thursday, Nov. 12 7:30am to 9:30am Breakfast included	Marriott Hotel Pueblo 110 W. First Street, Pueblo, 81003 Phone: 719.542.3200
Colorado Springs	Thursday, Nov. 12 11:30am to 1:30pm Lunch included	Garden of the Gods Club 3320 Mesa Rd, Colorado Springs 80904; Phone: 719.632.5541 → Colorado Springs dealers should register with CSADA, Ann Winslow, 719.473.1465 or abwinslow@comcast.net

New franchise law in effect as of July 1, 2009!!



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o Colorado Motor Vehicle Dealer Act ("Franchise Law") – NEW protections
Dealer Obligations: keep your dealership out of the cross-hairs of regulators, lawyers, and consumers!

WILLIAM E. WALTERS, ATTORNEY, KELLY GARNSEY HUBBELL + LASS, LLC, LLP



BILL HAS PRACTICED LAW FOR MORE THAN 33 YEARS IN DENVER, COLORADO. AT KGHL, HIS PRACTICE AREAS INCLUDE ADVICE AND COUNSEL TO NONPROFIT ORGANIZATIONS, TRADE AND PROFESSIONAL ASSOCIATIONS, FOR-PROFIT BUSINESS ENTITIES AS WELL AS EXPERTISE IN ANTITRUST AND TRADE REGULATION LAW. HE HAS SERVED AS CADA'S OUTSIDE COUNSEL FOR NEARLY THIRTY YEARS. BILL ALSO HAS SPECIAL EXPERTISE IN AUTOMOTIVE LAW AND HAS REPRESENTED



FRANCHISED AUTOMOBILE DEALERS FOR OVER TWENTY-FIVE YEARS. LEGAL SERVICES FOR DEALERS INCLUDE THE PREPARATION OF BUY-SELL AGREEMENTS, COMPLIANCE WITH STATE LAW AND REGULATIONS CONCERNING NEW MOTOR VEHICLE DEALERS, AND RESPONDING TO INQUIRIES FROM DEALER CLIENTS. FROM 1978 TO 1981, BILL SERVED AS AN ASSISTANT ATTORNEY GENERAL, FOR THE STATE OF COLORADO WITH RESPONSIBILITIES FOR PROSECUTING AND ENFORCING BOTH CRIMINAL AND CIVIL PROVISIONS OF FEDERAL AND STATE ANTITRUST LAWS.

TO REGISTER, PLEASE RETURN THIS FORM AND PAYMENT OF \$249*/1ST PERSON + \$179/ADD'L ATTENDEE

*Includes hand-outs of presentation and meal.

Email: RSVP@coloradodealers.org

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

Dealership Name _____ City _____

(1) Name _____ Title _____

E-mail _____ Phone _____ Fax _____

Credit Card # _____ EXP _____ [] Check to request invoice
(Visa / MasterCard / American Express accepted)

City Attending: _____ -> Bring your attorney with you!

Additional registrants from the same dealership (\$179/person):

(2) Name _____ Title _____

(3) Name _____ Title _____

--- CANCELLATION POLICY ---

CANCELLATIONS MUST BE RECEIVED TWO DAYS PRIOR TO THE TRAINING SESSION

Questions:

Tim Jackson, 303.282.1448
tim.jackson@coloradodealers.org

Tammi McCoy, 303.282.1449
tammi.mccoy@coloradodealers.org

Registration/Payment:

Lauren Stadler, 303.457.5123
lauren.stadler@coloradodealers.org