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[Leasing 101: A primer for sales associates on the benefits of leasing](#) – November 2, 2011

Staying ahead...

MD transportation funding panel poised to release findings, with legislature set to convene in special session

Vehicle fees and title tax increases “on the table”

A Maryland transportation panel looking to raise about \$800 million a year in new money for transportation is leaning toward boosting the state's gas tax and possibly raising vehicle sale fees and taxes as prime options for generating the needed dollars.

The Blue Ribbon Commission on Transportation Funding is due to present its recommendations to the governor and the General Assembly next week and has already ruled out a sales tax increase or property tax increase to help raise the new money for supporting the state's transportation system.

Save the Date
Dec. 7, 2011
WANADA Annual Meeting
with
Mike Jackson, CEO, AutoNation

Panel chairman Gus Bauman, a Washington-based transportation and land use lawyer, said the commission's top recommendation will be a constitutional amendment to end the practice of steering money away from the Transportation Trust Fund to fill other budget holes.

Of major concern to Maryland dealers, however, is a proposal on the table to increase vehicle registration costs by 50 percent and, either increasing the vehicle titling tax from 6 percent to 6.5 percent, or repealing the net-of-trade-in allowance. Either title tax hike would raise about \$70 million, while the registration fee increase would raise about \$165 million. Dealers rightly fear those increases would significantly set back Maryland vehicle sales, particularly in light of skittish consumer demand in this volatile economy.

Bauman said an increase in the motor fuel tax by 15 cents per gallon would raise an estimated \$491 million a year, an increase he said would remain in place for at least three years.

Another recommendation would double fees for vehicle emissions testing from \$14 to \$28.

The commission, whose members are listed [here](#), is aiming to gradually restore about \$350 million in transportation funding to local governments and municipalities that has been tapped by the state to balance the budget in recent years. The money, which would come from the roughly \$800 million in new revenue, would be restored over five years.

As expected, the governor has called the General Assembly into Special Session this month to sort through the state's challenging public finance issues, to include those coming over from the Transportation Commission. The Special Session could commence as soon as next week.

Stay tuned.

WANADA's John O'Donnell appointed to Maryland Healthcare Reform task force



John O'Donnell

WANADA executive vice president John O'Donnell has been appointed by Maryland Governor Martin O'Malley as one of several business community advisors to The Maryland Healthcare Reform Coordinating Council, which is charged with establishing the framework for the state's healthcare exchanges required under federal Healthcare Reform, passed by Congress in the spring of 2010. Maryland is one of a small number of states selected by the federal government to receive millions of dollars in grants to set up the public option framework that health officials hope will be a model for other states.

Maryland received \$6.2 million from the U.S. Department of Health and Human Services to create the framework and is one of six other states sharing in a total of \$241 million in grants.

Among other things at WANADA, O'Donnell heads up the insurance agency which he established ten years ago to house WANADA's Employee Benefits operations when he joined the association staff following a tour of service with United Healthcare.

"I am pleased to be a member of this task force and hope to bring a private sector perspective from my experience at WANADA and the health insurance industry to bear on this very important effort," O'Donnell said.

The Maryland Health Care Reform Coordinating Council is co-chaired by Lt. Gov. Anthony Brown and Joshua M. Sharfstein, MD secretary of health & mental hygiene. Attorney General Doug Gansler is also one of 16 members on the panel, a full listing of which can be viewed [here](#).

The health insurance exchanges are slated to be set up in all states by January 2014 as part of the sweeping federal Healthcare Reform law. Governor O'Malley appointed the council to address all of the implications of federal Healthcare Reform. O'Donnell will be on the Exchange and Insurance Markets Workgroup, one of the subcommittees involved in the task force.

A recent report prepared for the Maryland Association of Health Underwriters said Maryland's private-sector system that resulted from small-group insurance reform in the 1990s is a more efficient public-policy approach to marketing and selling health insurance than the health exchanges envisioned by Healthcare Reform. "With regard to the establishment of an insurance exchange, the capabilities of the intermediaries reviewed in this report revealed that Maryland is well-positioned to leverage the existing private sector infrastructure rather than expend scarce public resources to establish a new public entity to help organize and structure the market, enhance transparency, improve competition and subsidize the purchase of commercial health insurance," the report said.

NADA sets dealer chairmen for 2012 and 2013



William
Underriner
2012 NADA
chairman

The board of directors of the National Automobile Dealers Association (NADA) has confirmed that chairman elect William P. Underriner will become chairman of the association in 2012 and reported that David W. Westcott has been elected vice chairman and chairman elect.

Underriner, 59, president and co-owner of Underriner Motors in Billings, Mont., operates Honda, Hyundai, Buick and Volvo franchises. He has served three terms as NADA treasurer and represents Montana's new-car dealers on the NADA board.

He is also a past member of the association's Executive Committee, along with the Industry Relations, Dealership Operations and Membership Committees. He served as chairman of NADA's Finance and Convention Committees.

Westcott, 64, is president of David Westcott Buick GMC Suzuki in Burlington, N.C., and has been a new car dealer since 1981. He currently represents North Carolina dealers on NADA's board.

Currently, too, Westcott serves as chairman of the association's Dealership Operations Committee and is a member of the Industry Relations Committee and the Dealers Election Action Committee (DEAC) board of trustees. He is past chairman of NADA's Government Relations and Regulatory Affairs Committees. As chairman-elect, Westcott will become NADA chairman in 2013.

The election was held Sept. 20 at the NADA Conference in Washington, D.C. Underriner and Westcott will step into the new assignments at the 2012 NADA/ATD Convention and Expo in Las Vegas, which runs Feb. 3-6.



David Westcott
2012 NADA vice
chairman

The WANADA Vehicle Trade Network (VTN)

The exclusive online vehicle trading network for WANADA dealer members, designed to save you 20% to 40% of usual wholesaling costs, is now in full operation.

WANADA urges its members to take advantage of this unique service and unprecedented opportunity. ***There is no cost to register and list your inventory!***



To learn more and to get your dealership started on the WANADA VTN, go to: **www.wanadaVTN.com** or contact our partner Barbi Nix at bnix@openlane.com or (866) 969-0321 ext. 5787.

For more information from WANADA, contact Jake Kelderman at 202-237-7200 or jak@wanada.org.

Join us for one of the *best* events at the NADA Convention! The 2012 MADA/VADA/WANADA Reception



Saturday
Feb 4, 2012
Paris Hotel
Las Vegas
More information to follow!

Contact Kristina Henry at (202) 237-7200, or
kh@wanada.org

WANADA presents –

Leasing 101: A primer for sales associates on the benefits of leasing

November 2, 2011, WANADA headquarters

A service of the Automobile Dealers Education Institute (ADEI)

The “Leasing 101” training workshop provides sales associates with all the information they need to fully understand leasing and how to present it as an option (and benefit) to the customer. The target audience for this class will be F&I Managers, Sales Managers, and Sales Consultants.

Ty Courtney, of JM&A Group, which specializes in lease training, will present the day-long seminar. An attorney, Courtney has held sales manager, finance manager and finance director positions in the retail auto industry and in 2006, became a JM&A group trainer where he has been able to share his automotive and legal experiences with dealers throughout the country.



JM&A's
Ty Courtney

The topics covered in the Leasing 101 class will include:

- Background of Leasing & Lease Terminology
- Pros & Cons of Leasing
- Normal Wear & Tear vs. Excess Wear & Tear
- Benefits of Leasing
- The 100% Rule
- Common Leasing Questions and Objections
- How to Calculate a Lease
- Leasing Role-Plays

Sign up for what promises to be an invaluable seminar experience!

For more information and to register, please contact Kristina Henry at kh@wanada.org or 202-237-7200, or click [here](#) for the form.



Staying ahead...

We are what we repeatedly do. Excellence is not an act, but a habit.

--Aristotle