



# SOS & TREASURY WORKSHOP FOR NEW VEHICLE DEALERSHIPS

Tuesday, October 30, 2018 at Eagle Crest Resort in Ypsilanti

Due to a high demand for licensing and regulatory training, dealers have asked MADA to host additional training sessions around the state. To make the best use of your time, we have invited the Michigan Secretary of State *and* Michigan Treasury to provide a joint program in October - specifically to cover new car dealership issues. **Dealers and staff are invited to attend one or both sessions.**

## STATE OF MICHIGAN TRAINING

Get information about the Michigan Vehicle Code, preparing vehicle titles and RD-108s and other compliance and regulatory issues related to your dealer license agreement.

### Discussion will include:

- Vehicle Ownership Documents
- Wholesaling/Retailing Vehicles
- Vehicle Trade-In Credit
- Vehicle Registration Fees
- TR-210/TR-209 Secured Interest Change on Title Process
- Dealership Records
- Dealer Plate Usage

## MICHIGAN TREASURY TRAINING

Learn the compliance requirements of sales and use tax laws with respect to vehicle sales, body shop activity, parts/service departments and a full review of Michigan Treasury Online.

### Discussion will include:

- Reporting sales, leases, demos, body shop and rentals
- Sales price, vehicle trade-in credit, exemptions and core charges
- Rescinded deals vs. buybacks
- Michigan Treasury Online (MTO) navigation, reporting and filing
- How manufacturer and/or dealer rebates/discounts affect the tax base

*This is a great program for new employees or long-time employees interested in a refresher course. Specific questions or topic requests can be emailed in advance to [news@michiganada.org](mailto:news@michiganada.org).*

## WORKSHOP SCHEDULE

- Check-in Opens @ 9:00am
- Secretary of State Training @ 9:30am
- Working Lunch @ 12:00pm
- Dept. of Treasury Training @ 1:00pm

**Location: Eagle Crest Resort**  
1275 S Huron St. in Ypsilanti

We thank the following  
**EDUCATIONAL PARTNERS**  
for their support, which enables us to offer this program at no cost.



**ZURICH**®

We also thank the Michigan Secretary of State and Michigan Treasury for offering their time to conduct this special program.

## REGISTRATION INFORMATION (Please print)

Dealership:	City:	Phone:
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Full Name	Email Address	Session(s) Attending
1.		<input type="checkbox"/> 9:30am (SOS) <input type="checkbox"/> 12pm (lunch) <input type="checkbox"/> 1:00pm (Treas)
2.		<input type="checkbox"/> 9:30am (SOS) <input type="checkbox"/> 12pm (lunch) <input type="checkbox"/> 1:00pm (Treas)

This is a complimentary program for MADA dealers and staff and seating is limited. Please register early.

Fax (517) 351-3120 or email [news@michiganada.org](mailto:news@michiganada.org).

**Registration deadline is October 23, 2018.**

Questions? Call MADA at (800) 292-1923.

## MICHIGAN AUTOMOBILE DEALERS ASSOCIATION



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