

# 2015 NORTHWEST DEALERSHIP SEMINAR

PORTLAND GOLF CLUB  
PORTLAND, OR | JUNE 25, 2015

## Dealer Principal & Executive Track:

7:30 am - 10:15 am  
\*Suggested CPE Credits: 2.5

**Buying and Selling Dealerships-  
Dealership Values and the New Players:  
Buffett, Soros and Private Equity**

*MD Johnson Inc.*

**Understanding the Basics of the Buy-Sell  
Structure**

*Lane Powell PC*

**Buy-Sell Panel**

*MD Johnson Inc., Geffen Mesher, Lane Powell PC, US Bank*

- Attendance is Complimentary
- Breakfast & Lunch Included

## Exec/Management Track:

10:15 am - 4:00 pm  
\*Suggested CPE Credits: 5.0

**Engaging the Multigenerational  
Workforce**

*Compli*

**Illuminating Your P & L Through LED  
Upgrades**

*AutoLumeUSA*

**Interest Rate Derivatives**

*StevenDouglasLLC*

**Update on Healthcare Reform and  
Compliance**

*Geffen Mesher, Brown and Brown*

**The Best Ways to Get Sued Over Leaves  
and Accommodations**

*Fisher & Phillips*

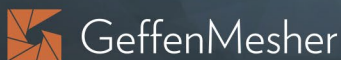
Please RSVP by **June 17, 2015** by clicking the registration link here: **ATTEND EVENT**  
and follow the registration instructions.

This year's Seminar will include 2 tracks. Attendees may attend either or both of the above tracks.

### WHO SHOULD ATTEND:

Dealers, Executives and Management Staff who would benefit from information in the legal, buy-sell, finance, tax, compliance, healthcare and HR areas.

### SPONSORED BY:



## Dealer Principal & Executive Track

Portland Golf Club

7:30 am - 10:15 am

7:30 am - 8:00 am

### Registration/Breakfast

8:00 am – 8:05 am

### Welcome/Introductions

8:05 am - 8:45 am

### Buying and Selling Dealerships - Dealership Values and the New Players: Buffett, Soros and Private Equity

*Mark Johnson, MD Johnson Inc.*

Mark Johnson will discuss Warren Buffet's Acquisition of the Van Tuyl auto group and what is happening with private equity buyers in today's buy-sell market. During the session, dealers will learn how to stay sharp in acquisitions and how to deal with private equity as it relates to succession. During the session dealers will learn the risks of dealing with the new buyers in the market and how to limit their exposure when buying or selling dealerships involving these new buyers and sellers.

Dealers will leave the session understanding how private equity allocates funds for acquisitions, the role of the RIA (registered investment advisor) and some key questions to ask when dealing with this new group of buyers.

Attendees will also have a clearer picture of how the manufacturers are addressing new buyers, and the ever expanding use of the right of first refusal (ROFR) as a tool to eliminate these buyers in the acquisition process.

8:45 am - 9:15 am

### Understanding the Basics of the Buy-Sell Structure

*Cliff Spencer, Lane Powell PC*

This session will explore the three main drivers of M&A transactions (valuation, tax impact and risk allocation) and how each may differ for the buyer and the seller. Attendees will learn to identify the pertinent issues and concerns facing buyers and sellers that influence the structure of a transaction, and how the resulting provisions of the purchase and sale agreement may address those issues and concerns.

SPONSORED BY:



9:15 am - 10:15 am

## **Buy-Sell Panel**

*Mark Johnson, MD Johnson Inc.*

*Tania Gitch, Geffen Mesher*

*Cliff Spencer, Lane Powell PC*

*Chuck Lietz, US Bank*

During this interactive session, experts from the buy-sell, finance, legal and tax arenas will discuss the most pressing buy-sell developments. Audience members will also be able to ask questions and gain insight into the current status of the ever-changing dealer marketplace.

By attending this session, attendees will gain a well-rounded understanding of the current buy-sell market and will discover best practices to follow should they participate in a buy-sell event.

# **Executive/Management Track**

10:15 am - 4:00 pm

10:15 am - 10:30 am

## **Registration / Refreshment Break**

10:30 am - 11:15 am

## **Engaging the Multigenerational Workforce**

*Kyle Walker, Compli*

In today's world, the dealership workforce is becoming more diverse by generations and cultures. Employees are working from scattered locations. The options for how we deliver and consume information are more varied than ever. The workforce's preference for short, easy to research and personally relevant content is on the rise. Dealerships must evolve to keep up with these changes by offering interactive policy and training resources through a variety of mediums with access at the workplace and on the go. This presentation will cover:

- Why stresses of ever-increasing regulations combined with generational shifts within an aging workforce are putting current compliance programs to the test
- How today's workforce consumes information differently - baby boomers, gen X, gen Y and millennials
- Best practices to stay focused on policy changes and ensure the right information gets to the right person

11:15 am - 12:00 pm

## **Illuminating Your P & L Through LED Upgrades**

*Jim Mullin, AutoLumeUSA*

This presentation will share the basics on the LED technology, its impact to a car dealership's bottom line and leading edge LED technology coming in the future for dealerships.

Attendees will learn how LED technology works, its specific application to dealerships and the amount of positive financial impact dealerships can enjoy by installing the program. Attendees will also gain insight regarding current rebates and other programs that accentuate the savings a dealer will receive through LED technology.

SPONSORED BY:



12:00 pm - 1:00 pm

## Complimentary Lunch

1:00 pm - 1:45 pm

## Interest Rate Derivatives

*Steve Matheson, StevenDouglasLLC*

The Interest Rate Derivatives Summit will address issues and misperceptions common with interest rate derivatives and help understand what, when, how and why. Topics discussed will help to answer the following questions:

- How much debt should be hedged? For how long?
- Is now the right time? Am I getting the right price?
- What does all this documentation really mean?
- What are my duties once the hedge is in place?
- What are other companies really doing?
- What derivatives should be avoided?
- How much is the bank making on the transaction? Is it appropriate?
- Can I hedge future funding?
- What are my options with an existing transaction having a large negative market value? What am I missing?

1:45 pm - 2:45 pm

## Update on Healthcare Reform and Compliance

*Preston Byrd, Geffen Mesher  
Tim Cooper, Brown and Brown*

We will review the impact of healthcare reform to businesses, tips on how to be in compliance with healthcare reform, and an overview of forthcoming changes that are yet to be implemented. Several of the topics to be covered include how to calculate whether you are an applicable large employer, the requirements for an employer to avoid penalties associated with healthcare reform, and insight into the reporting requirements of healthcare reform.

2:45 pm - 3:00 pm

## Refreshment Break

3:00 pm - 4:00 pm

## The Best Ways to Get Sued Over Leaves and Accommodations

*Clarence M. Belnavis, Fisher & Phillips*

The most common type of employment lawsuit plaintiff today is the employee who got fired while on, or after returning from, a medical leave. This session will highlight mistakes in handling leaves that will almost certainly get you sued, including failing to reinstate an employee following a leave because you realized you really didn't need him, firing an employee who fails to return from FMLA leave, terminating an employee who is deemed "permanently disabled" under workers' compensation, and changing an employee's job duties while she is away on leave. We will also address how to deal with multiple leave extensions and how to know when you are finished with the interactive process.

4:00 pm

## Networking and Refreshments

SPONSORED BY:



GeffenMesher



cool, calm and compliant.™



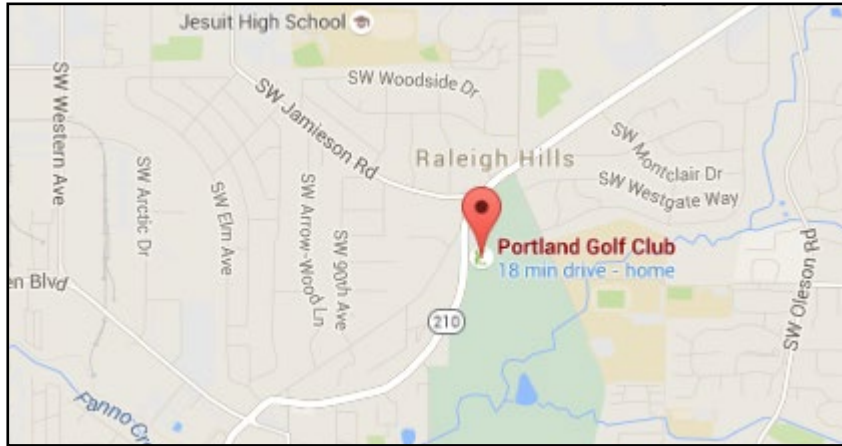
MD JOHNSON INC.



# Event Details:

Space is limited so please RSVP by clicking the Attend Event button below or by typing this URL into your web browser: <http://info.compli.com/northwest-seminar15> and follow the registration instructions. For questions, email Jonica Smith at [jonica.smith@complli.com](mailto:jonica.smith@complli.com) or call 503-963-4216

- \*Attendance is Complimentary
- \*Breakfast & Lunch Included



Date: **Thursday, June 25, 2015**

Place: **Portland Golf Club**  
5900 SW Scholls Ferry Rd  
Portland, OR 97225

Time: **7:30 am - 4:00 pm**

**Attend Event**

## SPONSORED BY:

