



Recent Topics for Senior Managers

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Each Topic Provided in These Formats...

Streaming Video, Streaming Audio, Audio Downloads, PDF Executive Summaries and PDF of Presentation Slides

<u>Resource Topic</u>	<u>Year Added</u>	<u>Expert(s)</u>	<u>Direct Resource Link</u>
Navigating Dealership Business in Volatile Time	2019	Alan Haig	https://www.dealersedge.com/dnk2
Health Check: Dealership TelCom Choices	2019	Phillip Sherman	https://www.dealersedge.com/dnk3
End-of-Year Accounting and Checklist	2019	Rob Campbell	https://www.dealersedge.com/dnl2
Everything Auto Dealers Need to Know About 1099s	2019	N DeRosa CPA & R Campbell	https://www.dealersedge.com/dnl3
Health Check: Dealership Accounts Payable	2019	C Andrews & R Campbell	https://www.dealersedge.com/dnh3
Health Check: General Manager's Office	2019	Jeff Sacks	https://www.dealersedge.com/dnf2
Health Check: Dealership Cyber Security	2019	Erik Nachbahr	https://www.dealersedge.com/dne5
How Dealers Sell to "Ride-Share" Drivers	2019	Brian Benstock	https://www.dealersedge.com/dnc4
Heath Check: Dealership Accounting Office	2019	Brooke Samples	https://www.dealersedge.com/dnc3
Expense Mgt: Lower Grosses & Rising Costs	2019	J Kippe & S Wojcicki CPAs	https://www.dealersedge.com/enc2
Controls to Prevent Theft & Embezzlement	2019	J Epstein & M Sutado CPAs	https://www.dealersedge.com/dnb4
Planning for Huge Changes in Automotive Retailing	2019	Alan Haig	https://www.dealersedge.com/dnb2
Legal Minefields for Auto Dealers in 2019	2019	Eric Chase J.D.	https://www.dealersedge.com/dnb1
Align Pay Plans to Labor Market & Economy	2018	Brooke Samples	https://www.dealersedge.com/dml2
Accounting Consolidation for Multi-Location Dealer Grps	2018	J Kippe & K Perkins CPAs	https://www.dealersedge.com/eml1
Accounting: Mastering the One-Day EOM Close	2018	Brian Brueggeman CPA	https://www.dealersedge.com/dmi3
Fearless Firing... Effective, Confident, Humane	2018	Charles Feuss J.D.	https://www.dealersedge.com/emi1
F&I Reinsurance Opportunities After Tax Reform	2018	Joe Magyar CPA	https://www.dealersedge.com/dmi4
Keeping Pace with New Tech for Auto Dealerships	2018	Erik Nachbahr	https://www.dealersedge.com/dmi2
6 Internal Theft Scams—Surprisingly Successful	2018	C Andrews & R Campbell	https://www.dealersedge.com/dmh2
Mega-Trends Impacting Auto Retail in 2018	2018	Alan Haig	https://www.dealersedge.com/dmg4
Habits & Practices of the Exceptional General Manager	2018	Jeff Sacks	https://www.dealersedge.com/dmg2
How to Balance the Parts Dept Checkbook	2018	Rob Campbell	https://www.dealersedge.com/dme5
Due Diligence Essentials for Buyers & Sellers	2018	T England & J Wilke CPAs	https://www.dealersedge.com/dme1
Auto Dealership Staffing Metrics	2018	Brooke Samples	https://www.dealersedge.com/dmc5



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IT Horror Stories... Breaches to Dealership Systems	2018	Erik Nachbahr	https://www.dealersedge.com/dmc2
Understanding the Financial Statements for Dept Mgrs	2018	Brooke Samples	https://www.dealersedge.com/dmb4
IRS 8300...What You Need to Know	2018	Terri Harris	https://www.dealersedge.com/dmb3
Preventing Sexual Harassment in the Dealership	2018	Charles Feuss J.D.	https://www.dealersedge.com/dma4
2018 Tax Reform... What's In There for Auto Dealers	2018	J Magyar & N Frenier CPAs	https://www.dealersedge.com/dma1
Succession Planning for Auto Dealers Part 1	2017	Don Hannahs	https://www.dealersedge.com/dlj1
Succession Part 2...Income & Control While Gifting	2017	D Hannahs & C Dionot J.D.	https://www.dealersedge.com/dlk5
Attracting & Rewarding Key Employees...Options	2017	J Magyar & T Daum CPAs	https://www.dealersedge.com/dlk1
Forecasting... Fresh Ideas and New Perspectives	2017	Brooke Samples	https://www.dealersedge.com/dkj4
Basics... Employee Handbooks for Auto Dealerships	2017	Charles Feuss J.D.	https://www.dealersedge.com/dli2
In-House Preparation for Future General Managers	2017	Steve Nickelsen	https://www.dealersedge.com/dli1
Mega-Trends Impacting Auto Retail in 2017	2017	Alan Haig	https://www.dealersedge.com/dlh4
Spear Phishing Treats on Dealership Systems	2017	Erik Nachbahr	https://www.dealersedge.com/dlh2
Electronic Service Apps... What You Need to Know	2017	Stefan Drechsel	https://www.dealersedge.com/dlg2
How to Detect & Prevent Internal Theft	2017	Brooke Samples	https://www.dealersedge.com/elf4
Controller WOW Factor...5 Ways to Show Improvement	2017	C Andrews & R Campbell	https://www.dealersedge.com/dlf2
Talent Management to Improve Operations	2017	Kevin Baumgart	https://www.dealersedge.com/dle2
TelCom Tech Update: Cloud or Hardware Choices	2017	Phillip Sherman	https://www.dealersedge.com/dld2
Ideal Pay Plans for General Managers	2017	Jeff Sacks	https://www.dealersedge.com/dla4
Get More Smart Data from Your DMS	2017	Brooke Samples	https://www.dealersedge.com/dla1
Gov't Agencies Targeting Auto Dealers	2016	Max Zanan	https://www.dealersedge.com/dkk3
How to Forecast & Budget for Potential Downturns	2016	Mark Ludwig	https://www.dealersedge.com/dkj4
Dealership Career Site- Power to Attract Talent	2016	Kevin Baumgart	https://www.dealersedge.com/dki2
Turn Balance Sheet Profits Into Hard Cash	2016	Brooke Samples	https://www.dealersedge.com/dkh2
Cybersecurity... Evaluating Risk & Prevention	2016	J Riccio CPA & S Danberry	https://www.dealersedge.com/dkh1
Protect Against Sudden DMS Price and Policy Changes	2016	Paul Gillrie	https://www.dealersedge.com/dkq3



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Business Plan Eroding the Value of the Enterprise	2016	McCallum & Schumacker CPAs	https://www.dealersedge.com/dka2
Expense Controls– Don't Lose Focus	2016	Brooke Samples	https://www.dealersedge.com/dkb3
Other Auto CRMs vs. DMS CRMs... Informed Choices	2016	Stefan Drechsel	https://www.dealersedge.com/dkb4
How & Why to Create Captive Insurance Company	2016	Kevin Gilbreath CPA	https://www.dealersedge.com/dkc1
How & Why to Hire Millennials (Gen Y)	2016	Kevin Baumgart	https://www.dealersedge.com/dkc3