



## Recent Topics for Senior Managers

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### ***Each Topic Provided in These Formats...***

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



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IT Horror Stories... Breaches to Dealership Systems	2018	Erik Nachbahr	<a href="https://www.dealersedge.com/dmc2">https://www.dealersedge.com/dmc2</a>
Understanding the Financial Statements for Dept Mgrs	2018	Brooke Samples	<a href="https://www.dealersedge.com/dmb4">https://www.dealersedge.com/dmb4</a>
IRS 8300...What You Need to Know	2018	Terri Harris	<a href="https://www.dealersedge.com/dmb3">https://www.dealersedge.com/dmb3</a>
Preventing Sexual Harassment in the Dealership	2018	Charles Feuss J.D.	<a href="https://www.dealersedge.com/dma4">https://www.dealersedge.com/dma4</a>
2018 Tax Reform... What's In There for Auto Dealers	2018	J Magyar & N Frenier CPAs	<a href="https://www.dealersedge.com/dma1">https://www.dealersedge.com/dma1</a>
Succession Planning for Auto Dealers Part 1	2017	Don Hannahs	<a href="https://www.dealersedge.com/dlj1">https://www.dealersedge.com/dlj1</a>
Succession Part 2...Income & Control While Gifting	2017	D Hannahs & C Dionot J.D.	<a href="https://www.dealersedge.com/dlk5">https://www.dealersedge.com/dlk5</a>
Attracting & Rewarding Key Employees...Options	2017	J Magyar & T Daum CPAs	<a href="https://www.dealersedge.com/dlk1">https://www.dealersedge.com/dlk1</a>
Forecasting... Fresh Ideas and New Perspectives	2017	Brooke Samples	<a href="https://www.dealersedge.com/dlj4">https://www.dealersedge.com/dlj4</a>
Basics... Employee Handbooks for Auto Dealerships	2017	Charles Feuss J.D.	<a href="https://www.dealersedge.com/dli2">https://www.dealersedge.com/dli2</a>
In-House Preparation for Future General Managers	2017	Steve Nickelsen	<a href="https://www.dealersedge.com/dli1">https://www.dealersedge.com/dli1</a>
Mega-Trends Impacting Auto Retail in 2017	2017	Alan Haig	<a href="https://www.dealersedge.com/dlh4">https://www.dealersedge.com/dlh4</a>
Spear Phishing Treats on Dealership Systems	2017	Erik Nachbahr	<a href="https://www.dealersedge.com/dlh2">https://www.dealersedge.com/dlh2</a>
Electronic Service Apps... What You Need to Know	2017	Stefan Drechsel	<a href="https://www.dealersedge.com/dlq2">https://www.dealersedge.com/dlq2</a>
How to Detect & Prevent Internal Theft	2017	Brooke Samples	<a href="https://www.dealersedge.com/elf4">https://www.dealersedge.com/elf4</a>
Controller WOW Factor...5 Ways to Show Improvement	2017	C Andrews & R Campbell	<a href="https://www.dealersedge.com/dlf2">https://www.dealersedge.com/dlf2</a>
Talent Management to Improve Operations	2017	Kevin Baumgart	<a href="https://www.dealersedge.com/dle2">https://www.dealersedge.com/dle2</a>
TelCom Tech Update: Cloud or Hardware Choices	2017	Phillip Sherman	<a href="https://www.dealersedge.com/dld2">https://www.dealersedge.com/dld2</a>
Ideal Pay Plans for General Managers	2017	Jeff Sacks	<a href="https://www.dealersedge.com/dla4">https://www.dealersedge.com/dla4</a>
Get More Smart Data from Your DMS	2017	Brooke Samples	<a href="https://www.dealersedge.com/dla1">https://www.dealersedge.com/dla1</a>
Gov't Agencies Targeting Auto Dealers	2016	Max Zanan	<a href="https://www.dealersedge.com/dkk3">https://www.dealersedge.com/dkk3</a>
How to Forecast & Budget for Potential Downturns	2016	Mark Ludwig	<a href="https://www.dealersedge.com/dkj4">https://www.dealersedge.com/dkj4</a>
Dealership Career Site- Power to Attract Talent	2016	Kevin Baumgart	<a href="https://www.dealersedge.com/dki2">https://www.dealersedge.com/dki2</a>
Turn Balance Sheet Profits Into Hard Cash	2016	Brooke Samples	<a href="https://www.dealersedge.com/dkh2">https://www.dealersedge.com/dkh2</a>
Cybersecurity... Evaluating Risk & Prevention	2016	J Riccie CPA & S Danberry	<a href="https://www.dealersedge.com/dkh1">https://www.dealersedge.com/dkh1</a>
Protect Against Sudden DMS Price and Policy Changes	2016	Paul Gillrie	<a href="https://www.dealersedge.com/dkq3">https://www.dealersedge.com/dkq3</a>



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