

VOL XVII • Issue #3

**03.2026**

**In THIS Issue:**

Feature Articles ..... 1  
 New Members.....3  
 Executive Director’s Message..... 5  
 Advertising Opportunities ..... 12  
 Board of Directors..... 13

**2026 NADC ANNUAL  
 MEMBER CONFERENCE**

April 12-14, 2026

Fairmont Miramar Hotel & Bungalows | Santa Monica, CA

**REGISTER NOW**



**Contact Us:**

**NADC**  
 1800 M Street, NW  
 Suite 400 South  
 Washington, DC 20036  
 Phone: 202-293-1454  
 Fax: 202-530-0659  
 info@dealercounsel.com  
 www.dealercounsel.com

## Key Takeaways for Automotive Dealers From FTC Order Alleging Improper Collection and Sale of Geolocation Data



**Robert Botkin,**  
 Parker Poe Adams &  
 Bernstein LLP



**Sarah Hutchins,**  
 Parker Poe Adams &  
 Bernstein LLP

On January 14, 2026, the Federal Trade Commission finalized a sweeping order against General Motors LLC, General Motors Holdings LLC, and OnStar LLC. The order resolves allegations that the companies collected, retained, and sold sensitive geolocation and driving-behavior data without obtaining valid consumer consent. Certain terms of the order will govern GM's activity for the next 20 years. The action marks one of the most significant federal privacy enforcement efforts in the emerging connected-vehicle industry and on the collection and use of geolocation data.

While the order is directed at GM and OnStar, it has important implications for automotive dealers and the attorneys who advise them. Dealers increasingly interact with connected vehicle data in connection with OEM programs, dealer management systems, telematics enabled services, and insurance or warranty offerings. The FTC's action highlights compliance risks that can

arise not only from direct data collection, but also from reliance on OEM provided tools and third party data flows.

The FTC alleged that GM and OnStar gathered precise location information and detailed driving-behavior metrics from millions of vehicles, then shared that data with third parties—including companies that generated risk scores used by insurers—without providing clear notice or obtaining affirmative permission. Although GM did not admit wrongdoing, the FTC's order states that the companies' practices constituted unfair or deceptive acts or practices in violation of Section 5 of the FTC Act and imposed a series of strict requirements designed to reshape how they handle consumer data.

### Covered Driver Data

The FTC's order focuses on "Covered Driver Data," a category that includes:

**Disclaimer:** The *Defender* articles do not constitute legal advice and are not independently verified. Any opinions or statements contained in articles do not reflect the views of NADC. Cases cited in articles should be researched and analyzed before use.

- Precise geolocation information
- Driving behavior events such as hard braking, acceleration, cornering, speeding, and late night driving
- Trip level details, including time and duration
- Radio listening data when linked to a consumer or vehicle

For dealers, similar categories of data may arise through connected vehicle features demonstrated during test drives, service lane telematics, dealer installed technology, usage based insurance referrals, or OEM platforms accessed through dealer systems.

The FTC emphasized that Covered Driver Data can reveal intimate details about a person's daily life, routines, and movements. According to the FTC, GM and OnStar collected and disclosed this data without obtaining "Affirmative Express Consent"—meaning clear, unambiguous permission separate from general privacy policies or terms of service.

## Major Restrictions and Requirements

The final order imposes a broad set of obligations on GM and OnStar:

- **Five-Year Ban on Sharing Data with Consumer Reporting Agencies.** For the next five years, GM is prohibited from sharing any Covered Driver Data with entities acting as consumer reporting agencies, as defined under the Fair Credit Reporting Act. This directly targets the alleged practice of providing telematics data to insurance-industry partners.
- **Strict Consent Standards.** Within 180 days of the order becoming final, GM must obtain separate, explicit consent for each service or feature that collects or uses Covered Driver Data. The disclosures must be clear and conspicuous; identify the specific categories of data collected; explain the purposes for collection and sharing; and identify the third parties receiving the data or link to a regularly updated list.
- **Dark-Pattern Ban.** The order prohibits user interfaces that manipulate or deceive users—for example, by inferring consent from silence or using confusing design elements.
- **No Penalty for Withholding Consent.** GM may not penalize consumers who decline to consent to data collection or sharing.
- **Data Minimization and Retention Limits.** GM must limit data collection to what is reasonably necessary for the clearly disclosed purpose. The company must also publish a retention schedule and delete previously collected Covered Driver Data unless it is needed for legal compliance or safety, has been de-identified, or the consumer has provided new, explicit consent.
- **Consumer Access and Deletion Rights.** GM must provide an easy-to-use mechanism allowing consumers to request

copies of their data or request deletion. The company may not use information collected through these requests for any other purpose.

- **Obligations for Third-Party Data Recipients.** GM must instruct all third parties that previously received Covered Driver Data to delete it unless retention is legally required. GM may not share new data with those entities (subject to the order's other restrictions) until they confirm deletion.
- **Ability to Disable Location Tracking.** Consumers must be able to disable location tracking if their vehicle supports it. Even when tracking is disabled, GM may collect location data only for emergency, theft-related, safety, or legal-compliance purposes. In addition, if a consumer declines OnStar services, GM must stop remote vehicle data collection except for safety recalls and software updates.

## Practical Considerations for Dealer Counsel

Although the FTC's order applies only to GM and OnStar, it offers several lessons for dealers and their advisors:

- Review dealer participation in OEM telematics, connected vehicle, or usage based insurance programs to understand what data flows through dealership systems.
- Evaluate whether dealer level disclosures and consents clearly and separately address any collection or use of vehicle generated or location data.
- Scrutinize vendor and OEM agreements for representations, indemnities, and audit rights related to data privacy compliance.
- Assess whether dealership digital tools, kiosks, or apps could be viewed as using "dark patterns" to obtain consumer consent.
- Monitor evolving FTC enforcement expectations as connected vehicle technologies and dealer data practices continue to expand.

## A Turning Point for Vehicle-Data Privacy

The GM order is a landmark moment for automotive privacy, particularly with respect to geolocation data. It signals that the FTC is prepared to treat vehicle-generated data with the same seriousness as financial or health information. The order's strict consent requirements and deletion mandates may set a new industry standard as connected-vehicle technologies continue to expand.

For dealers and dealer counsel, the order reinforces the need to treat vehicle generated data as a high risk category and to carefully assess how OEM programs and third party services intersect with dealership operations.

## AUTHOR BIO

**Sarah Hutchins** leads Parker Poe's Cybersecurity & Data Privacy Team and is certified as a legal specialist in privacy and information security law by the North Carolina State Bar.

**Robert Botkin** helps clients of all sizes, from Fortune 50 companies to startups, navigate their legal needs tied to privacy, cybersecurity, artificial intelligence (AI), and machine learning.

They can be reached via [sarahhutchins@parkerpoe.com](mailto:sarahhutchins@parkerpoe.com) and [robertbotkin@parkerpoe.com](mailto:robertbotkin@parkerpoe.com).



## NADC New Members

### FULL MEMBERS

**Susan Daaga**

Washington State Auto Dealers Association  
Seattle, Washington

**Michael Guevara**

Guevara Law PC  
Cedar Park, Texas

**David Hosilyk**

Sunwise Automotive Group  
Concord, California

**Rachel Lynn**

Seth Wadley Auto Group  
Pauls Valley, Oklahoma

### FELLOW MEMBERS

**Savannah Criado**

Bass Sox Mercer  
Tallahassee, Florida

**Matthew Henderson**

Bass Sox Mercer  
Tallahassee, Florida

**Greg May**

Bass Sox Mercer  
Tallahassee, Florida

**Danielle Roth**

Bass Sox Mercer  
Tallahassee, Florida

### ASSOCIATE MEMBERS

**AutoComplete Inc.**

Adam Khaishgi  
San Francisco, California

**NBB**

Tony Taylor  
Irvine, California

# BE A CONTRIBUTOR!

*We are always looking  
for submissions to publish  
in the Defender. Please  
send your contributions or  
proposals for articles to:*

[comms@dealercounsel.com](mailto:comms@dealercounsel.com)

**NADC**  
NATIONAL ASSOCIATION  
OF DEALER COUNSEL®



# THE MISSING PIECE TO A PERFECT DEAL

We are the trusted resource for guiding dealers through the selling process, while preserving their legacies, protecting confidentiality, and maximizing value. With the many moving pieces of a transaction, we deeply value the role attorneys play in helping navigate these complexities. Move forward with confidence knowing your client's goals, timeline, and best interests are supported from start to finish.

Family-owned and operated for over 30 years, our reputation is unmatched and built on a foundation of honesty, integrity, and ethical conduct. These core values run deep throughout our firm and govern every engagement and every relationship. We pledge to do it right, every time, one client at a time.

FAMILY-OWNED  
WITH FAMILY VALUES

STRICT GUARDING OF  
CONFIDENTIALITY

HIGHLY ATTENTIVE  
TO CLIENT GOALS

UNWAVERING  
REPRESENTATION

UNPARALLELED  
SUPPORT

STRAIGHTFORWARD  
AGREEMENTS

SUCCESS FEES ONLY  
WITH NO RETAINERS



2026 ANNUAL MEMBER CONFERENCE

## CONFERENCE SPEAKER & SPONSOR

Driving Value: Navigating the Dealership Buy-Sell Market

APRIL 13 | 3:00-4:00 PM

**Jesse Stopnitzky**

Co-Owner | Performance Brokerage Services

## Helping Dealers Buy & Sell Dealerships

949. 461. 1372 • [performancebrokageservices.com](http://performancebrokageservices.com)



## Executive Director’s Message

**Rheanna Smith, NADC Executive Director**

Our 2026 NADC Annual Member Conference is fast approaching! We will be meeting at the Fairmont Miramar in Santa Monica from April 12-14. Please register now so you will not miss out on this valuable educational opportunity and get a chance to network and connect with colleagues. CLE Credit may be available for up to 630 minutes (this includes the In-House Roundtable session) of educational program pending approval in your state (10.5 general credits for states that calculate 60 minutes per credit; 12.6 general credits for states that use 50 minutes per credit). We will submit CLE applications to states requested on our registration form and will confirm once we hear back.

**REGISTER NOW**

### Hotel Update:

Our room block at the Fairmont Miramar has **sold out!** Don't worry – visit our [conference webpage](#) for a curated list of nearby hotels within walking distance of the venue.

### Updated Agenda

#### APRIL 12

- 3:00 PM - 5:00 PM Board Meeting
- 5:30 PM - 6:00 PM New Member and First Time Attendees Reception | Moreton Bay Circle
- 6:00 PM - 7:30 PM Reception | Moreton Bay Circle

#### APRIL 13

- 7:00 AM Registration | Starlight Foyer
- 7:00 AM - 8:00 AM Breakfast | Wedgewood Ballroom
- 8:00 AM - 8:30 AM Opening Remarks | Starlight Ballroom
- 8:30 AM - 9:30 AM Session 1: NADA Update | Starlight Ballroom  
Daniel Ingber, NADA  
Paul Metrey, NADA
- 9:30 AM - 9:45 AM Break | Starlight Foyer
- 9:45 AM - 10:45 AM Session 2: TILA Compliance and Surcharging: A Legal Framework for Dealers | Starlight Ballroom  
Theresa Kananen, Priority DMS  
Bradley Miller, Priority DMS
- 10:45 AM - 11:00 AM Break | Starlight Foyer
- 11:00 AM - 12:00 PM Session 3: The CARS Act: What Happens in California, Doesn't Stay In California | Starlight Ballroom  
Lauren Bailey, ComplyAuto  
Anthony Bento, California New Car Dealers Association  
Franjo Dolenac, Scali Rasmussen  
Lisa Singer, ArentFox Schiff LLP
- 12:00 PM - 1:30 PM Lunch | Wedgewood Ballroom

- 12:00 PM - 1:30 PM** **In-House Roundtable Lunch | *Wilshire II + III***  
 Kate Kelley, CarMax  
 Shari Patish, Hall Automotive  
 Kate Uding, Luther Landers Automotive Group  
 (Lunch provided)
- 1:45 PM - 2:45 PM** **Session 4: Driving Value: Navigating the Dealership Buy-Sell Market | *Starlight Ballroom***  
 Jesse Stopnitzky, Performance Brokerage Services, Inc.  
 Frank H. Killgor, Killgore Pearlman P.A.
- 2:45 PM - 3:00 PM** **Break | *Starlight Foyer***
- 3:00 PM - 4:00 PM** **Session 5a: Valuation Issues in Succession, Estate Taxation, and Buy-Sell Transactions | *Starlight Ballroom***  
 Patrick Anderson, Anderson Economic Group  
 Ilhan Geckil, Anderson Economic Group
- 3:00 PM - 4:00 PM** **Session 5b: Arbitration Under the Hood: A Legal Roadmap for Dealership Employers | *Wilshire II + III***  
 Jeremy Roth, Littler Mendelson, P.C.  
 Kara Southard, Lithia Motors, Inc.
- 5:00 PM - 6:30 PM** **Reception | *The Bungalow***



## APRIL 14

- 7:00 AM** **Registration | *Starlight Foyer***
- 7:00 AM - 8:15 AM** **Breakfast | *Wedgewood Ballroom***
- 8:15 AM - 8:30 AM** **Opening Remarks | *Starlight Ballroom***
- 8:30 AM - 9:30 AM** **Session 6: Evaluating Disputes with OEMs | *Starlight Ballroom***  
 Kirby Bissell, Bass Sox Mercer  
 Michael Dommermuth  
 Joseph Roesner, The Fontana Group
- 9:30 AM - 9:45 AM** **Break | *Starlight Foyer***
- 9:45 AM - 10:45 AM** **Session 7: AI in the Dealership: Disclosures, Governance, and FTC Risk in Sales and Marketing | *Starlight Ballroom***  
 Mark Metrey, Hudson Cook, LLP  
 Julia Whitelock, Hudson Cook, LLP
- 10:45 AM - 11:00 AM** **Break | *Starlight Foyer***
- 11:00 AM - 12:00 PM** **Session 8: Environmental Compliance Landmines Every Auto Dealer Should Know | *Starlight Ballroom***  
 Sam Celly, Celly Services, Inc.  
 Christian Gordon, Lewis Rice LLC
- 12:00 PM - 1:00 PM** **Session 9: The Fine Line Between Employee Perks and Occupational Fraud | *Starlight Ballroom***  
 Erik Acosta, Axiom Advisors  
 Michael Semanie, Semanie Law, PLLC  
 Marilou Vroman, Axiom Advisors
- 1:00 PM** **Closing Remarks and Adjourn | *Starlight Ballroom***

**THANK YOU TO OUR 2026 NADC ANNUAL  
MEMBER CONFERENCE SPONSORS**

**Akerman LLP**

**Anderson Economic Group, LLC**

**ArentFox Schiff**

**AutoComplete Inc.**

**Baker Tilly US, LLP**

**Bel Air Partners, LLC**

**Capital Automotive (CARS)**

**ComplyAuto**

**Dave Cantin Group**

**Dealership Valuation Services, LLC**

**FORVIS**

**Haig Partners LLC**

**HHM CPAs**

**Holland & Knight**

**Kerrigan Advisors**

**KPA**

**Mosaic Compliance Services, LLC**

**Performance Brokerage Services, Inc.**

**Portfolio**

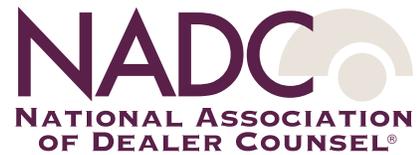
**Priority DMS**

**Scali Rasmussen**

**The Fontana Group, Inc.**

**Zions Bancorporation, N.A.**

**We look forward to seeing you in Santa Monica!**



**RETIRED  
MEMBERSHIP  
STATUS:**

If you're planning to retire and would like to remain a member (at no cost to you), contact [info@dealercounsel.com](mailto:info@dealercounsel.com) for the application. The application will be subject to approval by the Board of Directors.

Below is the criteria for becoming a "Retired Member":

- Must be officially retired from the practice of law, with no active representation of clients (except for mediation)
- Must be a current NADC member at the time of retirement
- Must have been an active member for at least 10 years



THE

FONTANA

GROUP, INC.

WWW.FONTANAGROUP.COM

THE FONTANA GROUP, INC. has provided expert analysis and testimony involving franchisee/franchisor relations in the retail automotive industry and other industries since 1973. We use industry-specific knowledge and experience in economics, statistics, financial analysis, data management and GIS to solve complex business problems.

### AUTOMOTIVE CONSULTING

Add Points	Location Analysis
Terminations	Financial Analysis
Relocations	Credit Discrimination
Allocation	GIS/Mapping
Sales Performance	Light, Medium & Heavy Vehicles
Customer Satisfaction Performance	Line Make Elimination
Buy/Sell	Demographics
Area of Responsibility	Wholesale Finance

### LITIGATION SUPPORT

Discovery	Data Management
Expert Testimony	Data Analysis
Deposition & Trial Preparation	Exhibit Preparation
Case Review & Analysis	Statistical & Economic Analysis
Rebuttal Reports	Class Action Damages



NET  
LEASE  
EXCHANGE

## Is your dealer retiring after their dealership sale?

Contact us for a free consultation of **1031 exchange** into passive investments (*net lease and DSTs*).

[www.thenlx.com](http://www.thenlx.com) | 510.592.4562

100+ Transactions | +\$500M Volume | 30 States



**Tom Olney**  
Partner  
[tom@owlautocs.com](mailto:tom@owlautocs.com)  
C: 770-377-6251

- IT Consulting
- DMS Conversions
- Managed Network Services
- M & A Services
- Fractional CFO
- Fractional CIO

[owlautocs.com](http://owlautocs.com)



INTEGRITY. CONFIDENTIALITY. EXPERIENCE.

**The Leading Buy-Sell  
Advisor for Higher Value  
Dealerships**

**560+**  
DEALERSHIPS  
BOUGHT OR SOLD

**290+**  
TRANSACTIONS

**\$8.5B**  
IN VALUE

Represented **20** of the  
**Top 150** Dealer Groups -  
More Than Any Other  
Firm.

954.646.8921 / [HAIGPARTNERS.COM](http://HAIGPARTNERS.COM)



### TRAINING & DEVELOPMENT

VARIABLE - FIXED  
ADMIN - SUCCESSION

### FRACTIONAL COO

### COMPLIANCE

### FIXER

### OEM ISSUES

**35**  
YEARS OF  
EXPERIENCE



**SCOTT SNIFFIN**  
FOUNDER & HEAD COACH

(925) 285-5859  
[scott@carmins.com](mailto:scott@carmins.com)

PRIVATE - PUBLIC - PRIVATE EQUITY



### Dealership Document Management



Where compliance and  
convenience meet.

Access every document,  
from any DMS, anytime.



Connect with us. Visit [one-view.com](http://one-view.com)

## We Thrive In Untangling Emotional Knots

For almost half of a century, The Rawls Group has partnered with advisors and dealers to facilitate strategies to overcome issues impacting growth and sustainability, such as:

- Dealer, Successor, and Leadership Development
- Talent Recruitment and Retention
- Team, Family and Behavioral Dynamics

Leverage Our Free Assessment & Motivate Action:  
[www.rawlsgroup.com/assessment](http://www.rawlsgroup.com/assessment)

Learn More:  
[kendall@rawlsgroup.com](mailto:kendall@rawlsgroup.com) | (850) 294-3042



## Retail Warranty Reimbursement

- ✔ **SPEED:** No one completes your submission faster
- ✔ **SECURE:** Fully FTC compliant
- ✔ **OPTIMIZED:** Proprietary software guarantees you the best result
- ✔ **GUARANTEED:** You only pay when you are approved

(888) 477-2228

[Info@DealerUplift.com](mailto:Info@DealerUplift.com)

[www.DealerUplift.com](http://www.DealerUplift.com)



**2**



ways we make your job easier...



Visit us at [www.counselorlibrary.com](http://www.counselorlibrary.com)

*Performance*  
BROKERAGE SERVICES

Helping Dealers  
**Buy & Sell** Dealerships

**NORTH AMERICA'S HIGHEST VOLUME  
DEALERSHIP BROKERAGE FIRM**

949.461.1372 • [PERFORMANCEBROKERAGESERVICES.COM](http://PERFORMANCEBROKERAGESERVICES.COM)

**GW Marketing Services**  
One of the Nation's Most Experienced Auto Dealership Brokers

- Dealership Brokerage
- Appraisals
- Consolidation
- Litigation
- Consulting
- 40 years in business
- 400+ transactions
- 550+ appraisals

**Hire Gordon Wisbach**

508-395-2500  
Gordon@gwmarketingservices.com  
GWMarketingServices.com

**Don't get run over.**

Anderson Economic Group has the industry expertise, connections, and clout to stand up to the big guys. Rely on our expert testimony to protect your interests.

517.333.6984   
ANDERSON ECONOMIC GROUP

[AndersonEconomicGroup.com/expertise/automotive](http://AndersonEconomicGroup.com/expertise/automotive)

 NATIONAL BUSINESS BROKERS

**PROTECT THE DEAL**  
With Brokers You Can Trust



NationalBusinessBrokers.com  
info@NationalBusinessBrokers.com 800-576-9875

**STAY OUT OF COURT**

Over 200 state laws regulate the electronic personal information your customers leave in trade-ins, lease returns, and loaners. Do you have administrative and technical measures to delete it and build compliance records?

It's easy to protect yourself

 **PRIVACY4CARS**

**ELEVATE YOUR BUSINESS PERFORMANCE**

ACCOUNTING - CONSULTING - WEALTH MANAGEMENT

 **MOSSADAMS**

Assurance, tax, and consulting offered through Moss Adams LLP. ISO/IEC 27001 services offered through Moss Adams Certifications LLC. Investment advisory offered through Moss Adams Wealth Advisors LLC. ©2023 Moss Adams LLP

KERRIGAN ADVISORS

**The *Only* Firm in  
Auto Retail Dedicated  
*Exclusively* to Sell-Side Advisory**

[www.KerriganAdvisors.com](http://www.KerriganAdvisors.com) (775) 993-3600

 **Crowe**

**Smart decisions.  
Lasting value.™**

To learn more about our dealership services, visit [crowe.com](http://crowe.com) or contact Jodi Kippe at +1 954 489 4742 or [jodi.kippe@crowe.com](mailto:jodi.kippe@crowe.com).

Visit [www.crowe.com/disclosure](http://www.crowe.com/disclosure) for more information about Crowe LLP, its subsidiaries, and Crowe Global. © 2021 Crowe LLP. Audit2198-002K

ECONOMIC CONSULTING • LITIGATION SUPPORT



THE  
**FONTANA**  
GROUP, INC.

[WWW.FONTANAGROUP.COM](http://WWW.FONTANAGROUP.COM)



**BRIAN M. ALWINE, CPA, ASA**  
Director | Business Valuation  
[brian@redwoodvaluation.com](mailto:brian@redwoodvaluation.com)  
574.329.3644

BUSINESS VALUATIONS | 20+ YEARS | 500+ DEALERSHIPS COAST-TO-COAST



The automotive leader  
for standardized and  
legally reviewed F&I  
documents.

Contact 800.344.0996 or [LAW@reyrey.com](mailto:LAW@reyrey.com)

## NEW ENGLAND'S PREFERRED BROKER

**AUTO DEALERSHIP  
SALES - ACQUISITIONS - EVALUATIONS**



*Maximizing Value for Your Clients*

[www.nancyphillips.com](http://www.nancyphillips.com)

603-658-0004

[auto@nancyphillips.com](mailto:auto@nancyphillips.com)



CAPITAL AUTOMOTIVE

Helping Auto Dealers Leverage  
Real Estate Equity 100%

Expanding Existing Operations • M&A Support  
Tax-Deferred Options • Estate & Succession Planning  
Over 21 Years Serving Dealers

[www.CapitalAutomotive.com](http://www.CapitalAutomotive.com) • (703) 288-3075

**MOST AWARDED**  
Service Contract Company in the Industry!



[www.cnanational.com](http://www.cnanational.com) | 800.345.0191



Sign up to receive dealership listing alerts

[www.DaveCantinGroup.com](http://www.DaveCantinGroup.com)

**800-722-8621**

CALIFORNIA | DALLAS | CHICAGO | FLORIDA | NEW YORK

**STRENGTH**  
IN THE AUTOMOTIVE SERVICE INDUSTRY



Dedicated to providing world-class service,  
innovative solutions and industry expertise,  
specializing in dealership valuations, due  
diligence and forensic/fraud services and  
much more to the automotive industry.

**BE IN A POSITION OF STRENGTH<sup>SM</sup>**



Bob Brown, CPA, Partner (732) 572 3900

[withum.com](http://withum.com)

# WEINER LLC

Certified Public Accountants & Consultants

*Providing Automotive Litigation Support,  
Valuations, and Mergers & Acquisitions Assistance  
From a Unique Perspective*

For More Information Contact:

Larry Weiner, CPA, CrFA, Managing Partner  
201.746.9700 Ext:305 or lweiner@weinerllc.com  
85 Chestnut Ridge Rd, Suite 114  
Montvale, NJ 07645  
www.weinerllc.com



**COMMITTED TO YOUR SUCCESS**

**better  
vantagepoint**

**tuckthe  
octopus**

Expert Witness, Risk Mitigation, and  
Compliance Consulting for Dealers.

**Tom Kline**  
Lead Consultant & Founder  
757.434.7656



DSMA IS THE #1 GLOBAL AUTOMOTIVE  
MERGERS & ACQUISITIONS FIRM.



Scan to learn more about our 100+ opportunities.  
**DSMA.COM**

**DS  
MA**  
REAL PEOPLE.  
REAL DEAL.

Same local team.  
New global reach.

Providing clarity. Building confidence.

[forvismazars.us](http://forvismazars.us)  
Assurance | Tax | Consulting

**forv/s  
mazars**

## 2026 DEFENDER ADVERTISING OPPORTUNITIES

■ 1/2 page ad \$150.<sup>00</sup> 5" high x 7.5" wide

■ 1/4 page ad \$100.<sup>00</sup> 5" high 3.75" wide

### Months:

■ March ■ April ■ May ■ June ■ July/August ■ September  
■ October ■ November/ December

**Submit here:** <https://www.dealercounsel.com/defender-advertising-opportunities>

### Contact:

**Rheanna Smith** at [rsmith@dealercounsel.com](mailto:rsmith@dealercounsel.com)

NADC, 1800 M Street, NW, Suite 400 South, Washington, DC 20036

Phone: 202-293-1454 Fax: 202-530-0659

**Sara Bruce, Editor**

**Submit articles to:** [comms@dealercounsel.com](mailto:comms@dealercounsel.com)

***Defender, The NADC Newsletter is published by the National Association of Dealer Counsel***

1800 M Street, NW, Suite 400 South, Washington, DC 20036  
Phone: 202-293-1454 • Fax: 202-530-0659 • [www.dealercounsel.com](http://www.dealercounsel.com)

## NADC Board of Directors

### **Eric Baker**

Wisconsin Dealer Law  
Madison, WI  
*President*

### **Donald W. Gould, II**

Johnson DeLuca Kurisky & Gould, P.C.  
Houston, TX  
*Vice President*

### **Timothy Robinett**

Manning, Leaver, Bruder & Berberich, LLP  
Los Angeles, CA  
*Treasurer*

### **Kate Kelley**

CarMax  
Richmond, VA  
*Secretary*

### **Scott Silverman**

DSR Motor Group  
Needham, MA  
*Immediate Past President*

### **Lauren Bailey**

ComplyAuto  
Tysons, VA

### **Anthony Bento**

California New Car Dealers Association  
Sacramento, CA

### **Sara Bruce**

Ohio Automobile Dealers Association  
Dublin, OH

### **Ronald Campione**

DOWC, LLC  
Parsippany, NJ

### **Victor Danhi**

ArentFox Schiff LLP  
San Francisco, CA

### **Evan Nahmias**

City Enterprises, LLC  
Franklin, TN

### **Sarah Seedig**

Holland & Knight LLP  
Denver, CO

### **Michael Semanie**

Semanie Law, PLLC  
Orlando, FL

### **Robert Shimberg**

Hill Ward Henderson  
Tampa, FL

### **Todd Sprinkle**

Parker Poe  
Atlanta, GA

### **Rheanna Smith**

Executive Director  
Washington, DC

### **Past Presidents**

#### **Jonathan P. Harvey (deceased)**

Jonathan P. Harvey Law Firm  
Albany, NY

#### **Michael Charapp (deceased)**

Charapp & Weiss, LLP  
McLean, VA

#### **Rob Cohen**

Rob Cohen, PLC  
Newport Beach, CA

#### **Patricia E. M. Covington**

Hudson Cook, LLP  
Richmond, VA

#### **Oren Tasini**

North Palm Beach, FL

#### **Stephen P. Linzer**

**Retired**  
Phoenix, AZ

#### **Andrew J. Weill**

Weill & Mazer  
San Francisco, CA

#### **Johnnie Brown**

Pullin, Fowler, Flanagan,  
Brown & Poe PLLC  
Charleston, WV

#### **Jami Farris**

Miles Mediation and Arbitration  
Charlotte, NC