



March 20, 2024 – 10:00am – 11:00am – WEBINAR

DTE Electric Vehicle Charging Incentives and How it Benefits Dealerships

DTE EV Strategy Programs

EVs are forecasted to be up to 35% of total vehicle sales by 2030. Learn about the benefits of EVs and how DTE's home Level 2 charger incentives, electric rates and installation resources help EV buyers. DTE is committed to supporting you with programs and resources to guide customers to their EV destination. These resources can be utilized to help you make EV sales. We will review our **Home EV Charger Rebate, Electric Vehicle Rebate** and discuss our newly-launched **Home Charger Installation Program** that gives EV owners a convenient option for EV charger installation. This class is for dealership managers and sales staff. There is no fee for this class.

April 23, 2024 – 9:00am – 11:30am – DADA Seminar Room

Vehicle Dealer Training

Kelly Berroa and Kayla Dohrmann, Business Compliance and Regulation Division, Michigan Department of State

This class will be discussing titling and registration of the vehicles, the police book, RD-108, salvage, rebuilt salvage, established place of business requirements, what needs to be seen in a compliant deal jacket when an agent comes out to the location to inspect records, etc. \$40 per person, includes lunch.

April 23, 2024 – 1:00pm – 4:00pm – DADA Seminar Room

How to Comply with Sales & Use Tax Laws

Michigan Department of Treasury

How to report on sales, leases, demos, body shop and rentals. How manufacturer and/or dealer rebates and discounts affect the tax base. How to handle vehicles sold in interstate and foreign commerce. The proper tax base for sales and dealer usages. What documentation is required for various sales and Michigan online filing and reporting. This class is for dealers, GMs, office managers and office personnel.

\$40 per person or \$70 for both classes, includes lunch.

May 16, 2024 – AM Session – 9:00am – 12:00pm – DADA Seminar Room

OR PM Session – 1:00pm – 4:00pm – DADA Seminar Room

MIOSHA Compliance

Ken Smylie, MADSIF

The new MIOSHA director considers revenue generation as a top priority. MIOSHA has hired 60+ new agents to visit dealerships. The fines are aggressive (\$5,000 - \$25,000 in some cases for one issue), the notice is short and compliance is necessary. This training for dealerships assists in preventing MIOSHA citations and fines. This effort also helps create a strong safety culture and prevents injuries.

\$40 per person, includes lunch.