



Greater New York
Automobile Dealers
Association



Bagels with
Bielser

DMV-DIRECT

REGISTRATION, TITLING, & BEYOND...
CALL 718.747.0400

GNYADA's vehicle registration and titling service, DMV-DIRECT, has been dealers go-to source for fast, convenient, & reliable DMV services.

DMV-DIRECT provides many DMV related services, including:

- Permanent Registration Issuance
- Duplicate Titles In 3 To 5 Days
- Out-of-State Registration & Title Processing for 42 States
- On-Site Connecticut Plates Issuance
- Dial-In Information Verification
- In-Transit Processing
- Duplicate Registrations
- Registration Renewals
- Title-Only Transactions
- Plate Surrenders
- Dealer Plate Renewals
- Rental Plate Renewals
- Repossessed Vehicles Processing
- MV-82 & Transmittal Forms Supplied
- Boat Registrations – Renewed and Duplicates
- Trailer Plates
- Commercial Plates





May's Education and Training Classes

May 24 & 25

GNYADA Sales
Academy

Time: 10:00 am to 4:00 pm

May 26

Service Advisor's
Guide To Selling

Time: 10:00 am to 4:00 pm

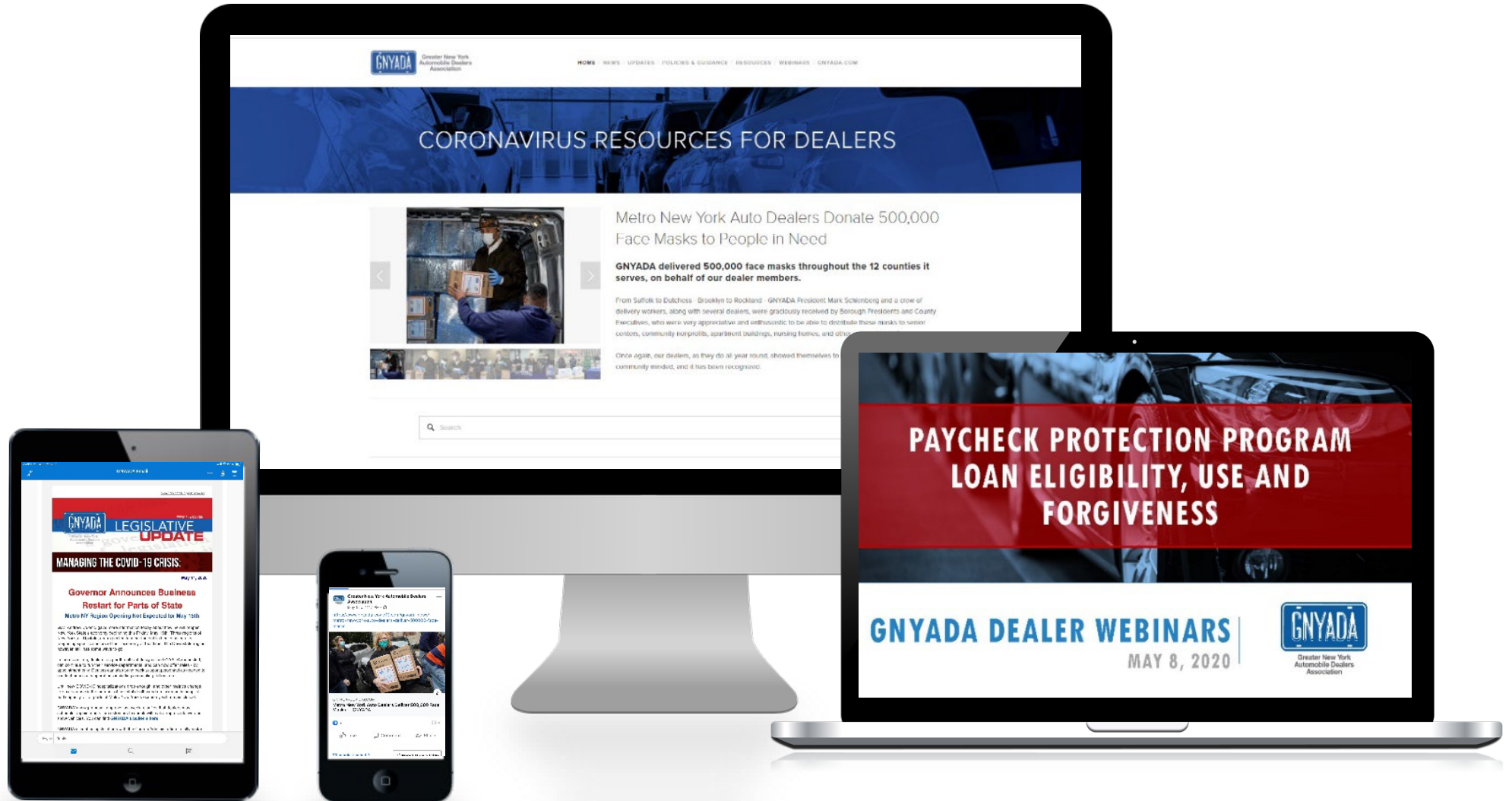


Visit www.gnyada.com/education to Register

All in on Electric Vehicles
allinonevs.com



www.gnyada-covid19.com





ROSENFELD & Co. PLC
TRADITIONAL VALUES | EXTRAORDINARY RESULTS

Using Technology in Fraud Detection and Prevention... A Case Study

PRESENTED BY KEN ROSENFELD, CPA



Case Study: Automotive Group

Overview of Dealership

- Five Dealer Group in Metropolitan Area
- Sisters as Controllers splitting stores/one of brothers ran collision center
- Sisters were god mothers to dealers' children and dealer's god parents to sister's children
- No review of vendors on a periodic basis
- No bank reconciliations performed – hired outside accounting firm

Case Study: Automotive Group

Overview of Dealership - continued

- Heavy use of Manual Journal Entries
- No Expense Analysis
- Elder dealer always signed intercompany checks without question.
- Area is heavy ethnic neighborhood
 - no credit card usage, all cash





Elements of Fraud

1. Fictitious Vendors
2. Use of company cash and credit cards to pay personal expenses
3. Use of gift cards run through promotion expense
4. Purchase of cars through intercompany and employee receivables
5. Writing off deductibles from insurance claims in Collision Center
6. Non-system-generated Control Numbers
7. Cancel checks that never clear bank
8. Vehicle Consignment Inventory – vehicles for sale not in inventory ledgers

What Was Discovered

1. Dropping theft amounts in balance sheet accounts
2. Hiding and changing balances with made up control numbers and accounts
3. Fraudulent Bank Reconciliations
4. Collusion with Vendors/Employees
5. CPA firm did not recognize indicia of fraud
6. Vehicle Consignment Inventory





Use of Technology

How We Discovered It

1. Scan of journal entries to various asset accounts
2. Automated Bank Reconciliations
3. Analysis of payment frequency and amounts to vendors and corresponding entries-coded to irregular accounts
4. Reconciliation of daily cash boards to cash deposits to banks
5. Bank officer called dealer when teller was uncomfortable with a funds transfer to pay off a personal credit card

Use of Technology

How We Discovered It – continued

1. Scan of non-sequential and non-computer-generated control numbers
2. Reconciliation of customer, employee, and vendor NAD numbers
3. Scan and match of customer, vendor and employee addresses and phone numbers
4. Reconciliation of inventories
5. Reviewing adjusting entries
6. Matching addresses and NAD numbers
7. Running low gross deals and whole sale loss reports





Preventative Measures in Accounting

How We Could Avoid It

1. Purchase orders with invoices for all disbursements to vendors
2. Daily reconciliation of cash boards, deposits and bank accounts
3. Internal control review and study of functions in the accounting department
4. Frequent spot checks of schedules and transactions
5. Approval process for adjusting entries
6. Approval process for write offs, discounts, low gross deals
7. Rotate functions and personnel in accounting department
8. Conduct internal audits

Preventative Measures in Accounting

How We Could Avoid It – continued

1. Forbidden use of non-system-generated control numbers.
2. Proper vetting of vendors
3. Continual ROI inspections of vendors
4. Remove access to accounting records for terminated staff and vendors
5. If suspicious person dies prior to indictment, make sure it is the right person that died!





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DEALER RECORD RETENTION CHART

DMV Records | Business Records | Employment Records |

COVID-19 Records | Environmental Records |

Accounting Records | Consumer Records |



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This Publication is sponsored by AutoTrieve



Questions?



Ken Rosenfield, CPA
Founder & Managing Partner

Visit our Website

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Call Us

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Email Us

marketing@rosenfieldandco.com

**Thank you for
your time!**



AutoTrieve.com

Compliant Document Scanning as a Service (CDSaaS)

Document Scanning Fundamentals

- Security & GLBA Safeguards Compliance
- Quality Controls
- Cost

Top 10 Reasons to Scan Documents

- ❑ Protect clients' personal information.
- ❑ Securely store customer information
- ❑ Mitigate risk of cyber breach, identity theft
- ❑ Avoid potential penalties FTC fines (apx. \$47,000 per violation)
- ❑ Meet compliance requirements of Amended Safeguards Rule (required by December 9, 2022)
- ❑ Documents readily available for OEM & other audits
- ❑ Reclaim retail space
- ❑ Save labor costs associated with filing and retrieving documents
- ❑ Eliminate loss and misfiling of documents
- ❑ Limit access to documentation.



Why Outsourcing of Compliant Document Scanning?

- ❑ Labor costs in-house too high
- ❑ Volume not being completed in-house
- ❑ Gaps in what has been scanned
- ❑ Lack of quality control
- ❑ DJ's are too cumbersome to scan in-house
- ❑ DJ's have too much liability to be laying around store waiting to be scanned...
- ❑ Downtime creates huge backlogs & vulnerabilities

Verification Process & OEM Audit Media

- 100% Verification Services Ensures that OEM Requests Will Always be Found...
- OEM Audit Media Available Upon Request



AutoTrieve can help change how you scan and manage documents, reduce labor costs, maximize retail space, avoid audit penalties, and gain control of your business information while protecting customers' personal info.

Contact Michael Dachille
201-820-7419 or email
michaeld@mgcimagining.com

