

AmericanAutoSeminars.com

Training Automotive Professionals since 1986

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Lewis R. Linet, Jr., Ph.D. Expert Witness Automobile Industry - Standards & Practices Dealership Operation

Resume - 2014

1967 - 1978 - Music business in New York City - **The Linet Group, Ltd.** - Personal Management of Performing Artists, Record Production, Concert Production.

1978 - Moved to Los Angeles, California - Entered Automobile Business.

1978 - 1981 - Employed at Dick Steele Chrysler Plymouth and Reseda Dodge as a salesman. Consistently Top Salesman. Attended numerous Sales and Product training programs.

1981 - 1986 - Employed at Glendale Dodge, Pete Ellis Dodge, Reseda Dodge, Midway Ford and Imperial Nissan in the following positions; Assistant Sales Manager, Sales Manager, Finance Manager, Used Car Manager. Performed all duties associated with those positions including recruiting and training new salespeople.

1986 - Invited by Pete Ellis Dodge to train new salespeople. Then, requested to visit the other dealerships in the Ellis group to recruit, train and staff those stores. Within several months, requests for similar training came in from other dealers in the Los Angeles area.

1986 - Opened **American Auto Seminars** in order to train automobile salespeople and managers as a permanent occupation.

1987 - Recorded, for **Sales Training Technologies, *Breaking The Sales Barrier***, a 10-volume videocassette automobile sales training program for American Honda.

1989 - Created the ***Magic In The Box*** 4-Square-negotiation seminar and commenced presenting this program at dealerships and in commercial meeting rooms. Wrote and published the companion workbook for the seminar - ***The Deal Or The Art Of The 4-Square***.

1989 - Commenced speaking at "20-Group" Meetings, Dealer Association Meetings and Automotive Conventions on sales and management techniques ethics and standards.

1993 - Produced and published ***The Complete Car Salesman - The Basics***, a 12-volume, 20-hour videocassette automobile sales training program.

1995 - Commenced providing ***Expert Witness*** services to attorneys in the area of *Automobile Industry Standards & Practices - Sales, Leasing, Finance, New & Used Cars, Service, Parts*.

1996 - Entered into a worldwide product distribution deal with **Laser Ltd.** of Littleton, Colorado.

1996 - Recorded, for Laser Ltd., *The Million-Dollar Walkaround*, an 8-volume videocassette program teaching the techniques of automobile product presentation.

1998 - Produced and published *The Complete Car Salesman - The Basics* audio version of the video sales training program previously described.

1998 - Established Internet Website - AmericanAutoSeminars.com for the purpose of marketing sales training seminars, audio, video and printed sales training products, and Expert Witness Services.

1999 - Designed and installed, in numerous dealerships, *Business Development Centers* for the purpose of selling appointments to telephone and Internet customers whose inquiries have been generated by various promotional programs - resulting in increased showroom traffic.

2001 - Designed, and currently installing in dealerships, *Community Partnerships* which are customer referral programs based upon profit-sharing with non-profit community organizations.

2008 – Opened *Mediation Practice* specializing in Automotive Dispute Resolution. Received training from the Los Angeles County Bar Association and the Los Angeles County Superior Court. Visit: CarSpeakADR.com

2009 – 2010 - Served on the **Los Angeles County Superior Court** Pro Bono ADR Panel.

Collegiate Instruction – *“Auto Sales 101”* - Los Angeles Pierce College, Woodland Hills, CA.
“Selling The Settlement” - Pepperdine University School of Law, Straus Institute of Dispute Resolution, Malibu, CA. In 2011, joined the faculty of Pierce College and established **C.A.R.S.** – College of Automobile Retail Sales.

From its inception in 1986 to the present, Dr. Lew Linet, through American Auto Seminars and, more recently, CarSpeakADR, has trained and continues to train, literally, thousands of automobile salespeople, managers and dealers, throughout the world, and provides consultations and business development programs to hundreds of dealerships. He has provided Expert Witness, Consultant and Mediation services to over 100 law firms engaged in litigation involving all aspects of Automobile Industry Standards & Practices.

EDUCATION:

Ph.D. Economics – LaSalle University
B.A. Economics – Ursinus College

PROFESSIONAL ASSOCIATIONS:

American Bar Association
Los Angeles County Bar Association

FEE SCHEDULE:

Fee for all work and travel - \$400.00/hr. + expenses.
Billable Retainer for commencement of work - \$5,000.00.
As work progresses, additional advances may be required.
Work, travel and expenses are billed against retainer and advances. Unused portions are refunded.

References furnished upon request.