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This manual contains checklists and suggested procedures for NIADA dealers, office managers and outside accountants to use in maintaining

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good internal control of dealership assets. This manual is a valuable tool for dealers wanting to establish or improve internal control policies in their dealership.

NIADA.com Dealership  
Accounting : Dealership  
Accounting ...

This chapter should  
provide the NIADA  
dealer, office manager,

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internal auditor and  
outside ... contract  
submitted to bank, and  
the amount outstanding.  
For control purposes  
and cash flow purposes,  
this schedule should be  
reviewed on a daily  
basis to insure that  
money due is received ...  
NIADA Dealership  
Chart of Accounts  
Manual 6 [June, 2002 ...



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NIADA

1.0 Introduction to Internal Control. A successful NIADA dealership, like any business, needs standard procedures and controls to protect company assets and profits from theft and fraud. This chapter is designed as a starting point for

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NIADA dealers and their office managers to review some basic IC concepts used by thousands of new and used car

Introduction to Internal Control - Page  
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Control Checklist (cont.)

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Control  
Checklist:Layout 1

CHAPTER 5.USED  
VEHICLE SALES

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Accounting Training

Manual 3 [June, 2002]

5.2 Twelve Basic Title  
Clerk Responsibilities in  
Completing the Deal.

Every state has slightly  
different titling, billing  
and contract completion  
requirements.

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Chapter 5. Used

Vehicle Sales - NIADA

As such, accurate, up-to-date financial

information of your

dealership is a primary

element of a strong

internal controls

function and may help

you detect fraud early.

Dealerships often lack a

sophisticated internal

controls system, as many

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dealers' budgetary priorities and time don't accommodate its implementation.

Strengthening internal controls to prevent fraud in your ...

CHAPTER 5. USED  
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5.2 Twelve Basic Title

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## Internal Control Manual Niada Clerk Responsibilities in Completing the Deal.

Every state has slightly different titling, billing and contract completion requirements.

### Chapter 5. Used Vehicle Sales - Page Publications

the best interests of both parties. The Dealer ' s Standard Accounting, properly operated,



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provides these facts when the operating data is forwarded to the manufacturer each month. Adherence to the provisions of this GM Dealer Standard Accounting Manual and Handbook will also enhance internal control within the dealership.

General Motors Dealer  
Standard Accounting

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Manual and Handbook  
NIADA's standardized accounting and internal control manuals, written especially for NIADA members!! "Toady's independent retail used vehicle dealer no longer can afford to operate out of a shoebox or a cigar box. In order for a dealer to manage their business they need to be able to see the details of

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their accounting system.

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Programs : Special  
Programs - National ...  
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Control Manual, First  
Edition (2002) for  
National Independent  
Automobile Dealers  
Association. One  
workbook, currently  
available in English only  
in U.S. This manual

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contains check lists and suggested procedures for NIADA dealers, office managers and outside accountants to use in maintaining good internal control of dealership assets.

Published Manuals -  
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an independent dealer,  
both the sale and  
delivery of the vehicle

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generally occur on site.

Most sales are to individual customers, although dealers frequently, for various reasons, sell automobiles to other dealers or through auctions. A few states also allow retail dealers to sell vehicles on consignment.

Independent Used Car  
Dealers - QuickBooks

*Page 21/30*

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A limited used dealer license may be issued to a non-profit charitable organization whose primary business is to raise funds for the corporation through the sale of donated vehicles. These organizations must qualify for tax exemption under Internal Revenue Code 501(c)(3). Under this license the

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organization: • May  
take in vehicles on  
donation.

## Basic Requirements and Information Dealer Guide

NIADA offers a wide-  
range of training  
opportunities for Retail,  
Buy Here Pay Here,  
Lease Here Pay Here  
and “ hybrid ” dealers  
and their teams. Our

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team of industry experts provide training in every area of the dealership including sales, service, collections, inventory acquisition, underwriting, BDC, accounting, operational and executive level.

Training | NIADA  
Education  
Good governance  
through accountability



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and recommended practice dictate that local government entities develop internal control manuals. Steps for Developing An Internal Control Manual. As depicted in Figure 1 (above), there are six key steps to developing an internal control manual. It is critical that these steps be followed in the order

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Brown Smith Wallace  
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Membership

Information Guide |

September 2019 by

NIADA - Issuu

David Keller -

Following are some  
basic policies and  
procedures you should  
have for your  
accounting department  
to be compliant with  
good internal  
accounting controls

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including properly segregating duties, adjusting of journal entries, reviewing of cash disbursements, archiving cash receipts and authorizing of...

Institute Good Internal Accounting Controls - Dealer Ops ...  
In its Dealership Internal Control Manual, the National

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Independent  
Automobile Dealers  
Association has pub-  
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calls “ 50 ways to steal  
from the dealership. ”  
Among these 50  
dealership  
embezzlement schemes  
are: u Stealing body  
shop and service  
department sup-plies to  
use for off-site repairs or  
sell for cash, u Inserting

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