

Eric Johnson advises dealers on ethics standards

July 31, 2019 |

Partner [Eric Johnson](#) recently presented, "Everything You Need to Know About Dealership Ethics, You Learned in Grade School," at the Ethical F&I Managers Conference in Denver. On July 31, *WardsAuto* summarized Eric's session, noting that, according to Eric, "Every dealer should have a code of ethics. It should be posted, read and signed by every employee." Eric recommended using a template available from the [National Automobile Dealers Association](#), which calls for the "highest standard of ethical conduct" and abiding by local, state and federal laws affecting dealerships.

Eric also recommended that dealers provide ongoing online and in-house training for both veteran and new employees. He suggested a system of issuing penalties for rule violations as well as awarding compliance certificates to reputable employees.

Eric assists national and state banks, savings associations, credit unions, mortgage bankers, other licensed lenders, motor vehicles dealers and automotive finance companies in the development and maintenance of nationwide consumer mortgage and [automobile finance programs](#); online motor vehicle sales programs; litigation funding programs; and electronic payment programs. He will be presenting a session on federal regulations at the [Association of Dealership Compliance Officers' certification seminar](#) this October in the Washington, D.C. area.

[Click here](#) to read the WardsAuto article.

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