



NADA University equips dealers and their staffs to get results—with the right knowledge, coaching, and resources to develop skills and confidence. Four robust “centers of excellence”—Academy, Learning Hub, 20 Group, and Resource Toolbox—make NADA U every dealership’s source for profit-building tools and training.



NADA University hosted a webinar, **“The New UNICAP Safe Harbor Methods and What they Mean for Dealers,”** in November 2010. An archive has been posted to Learning Hub, and is available for purchase. To do so, go to www.NADAuniversity.com. Sign in (or enroll if you’re not a NADA or ATD dealer member), and select “Learning Hub,” and then “Legal.” Click to purchase, with access for one year, in the [NADA U Store](#). You may also go directly to the [NADA U Store](#) after signing in; select “Webinars and Seminars” under “Products,” and follow the ordering instructions. If you experience any problems, please contact NADA U Customer Service at 800.557.6232.

Here’s a synopsis of the webinar:

On November 9, 2010, NADA's extensive efforts to secure less burdensome and simplified UNICAP accounting methods for franchised car and truck dealers succeeded when the IRS issued Revenue Procedure 2010-44. To ensure dealers fully understand the nature and extent of the two new safe harbor methods authorized by Rev. Proc. 2010-44, along with its automatic change procedures, expanded audit protection, and other features, NADA has arranged for IRS Motor Vehicle Technical Advisor Terri Harris and Crowe Horwath's Robert Zwiers (Former IRS Motor Vehicle Industry Specialist) and Joseph Magyar to explain the new Revenue Procedure in detail.



You may wish to download **“FAQs Dealership UNICAP Revenue Procedure 2010-44.”** Sign in to [NADA U](#) and select “Resource Toolbox” for access to “Industry Information,” where the FAQs are posted.

Please feel free to explore NADA University and all it can offer you! Don’t hesitate to call or email us with any questions you may have—we are here to help you.