CONTACT

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2629 Townsgate Rd, Ste. 100
Westlake Village, CA 91361

EDUCATION

Grant High School, Valley Glen, CA

LANGUAGES

- English
- Hebrew
- Farsi
- Spanish

REFERENCES

Available upon request

REGULAR SUBSCRIBER OF THE AUTOMOTIVE NEWS

JACK COHEN

Cohen Inv LLC

COURT QUALIFIED EXPERT WITNESS

EXPERT RETENTION PURSUANT TO WRITTEN AGREEMENT ONLY

WORK EXPERIENCE

1981-1984	Inspection and delivery of vehicles from auctions to the dealership, delivery of vehicles to auctions to be consigned, delivery of vehicles to wholesale and retail buyers, in charge of making sure all the vehicles are driven to the smog centers and receive a smog certificate prior to being offered for sale at the dealership, in charge of handling all of the presale repairs and inspections as the vehicles needed, connect with vendors/shops for reconditioning of the used vehicles. Received hands-on training in customer service, vehicle sales, some DMV and other related automobile sales documentation, safety issues, vehicle maintenance, light mechanical and collision repair, pre delivery inspection
1985-1986	Wholesale Auto Dealer Purchased and sold wholesale vehicles
1986-1989	Cohen Motors, Inc. 12409 Victory Blvd. North Hollywood, CA 91606
1986-1990	King Buick North Hollywood, CA 91606 Sold new and used vehicles, involved with sales and financing transactions, documentation, handled all tasks relating to the dealership
1989-2013	Cohen Motor Co. 12265 San Fernando Rd. Sylmar, CA 91342 Finance specialist and general manager, Sales of: automobiles/boats/motorcycles/ATV's/dirt bikes/ recreational vehicles/trailers/personal watercraft. Automobile and equipment rentals.
1992-1998	U-Haul Dealership
2004-2008	Extreme Dealership
2004-2008	Kasea Dealership
2004-2008	Kymco Dealership
2012-Current	Cohen Inv, LLC/Binyanim, LLC/Cohen Investment Group, LLC/Dirot, LLC/Balboa, LLC/Shemesh, LLC – Managing member Director of private money real estate lender, real estate developer, investment property manager, real estate mortgage & finance
2014-Current	San Fernando Realty Real estate investment director California Bureau Real Estate (#01949874)
2011-Current	Credit 55, Inc. – President of an Automobile financing corporation
2017	Treasurer of the iLead Encino Charter School Board
2018-Current	SoCal RV's & Recreational Toys – Administrator of a Facebook page
2018-Current	Passed the California DMV dealer exam
2018	Treasurer of the Westlake Trails Property Owners' Association

2019-Current	4141 INC – Licensed Automobile Dealer
2022	Treasurer of the Vantage Office Condominiums' Association Inc.

CERTIFICATIONS AND LICENSES

1984	Gemologist certificate from Gemological Institute of America – Diamond and color stone grading
1985-2013	Wholesale and Retail Dealer License
2016 & 2018	Dealer Education Seminar
2019	Dealer Education Seminar & Red Flag Rules Training, Temporary DMV Tag Training
2019-Current	Licensed Automobile Dealer

AREAS OF EXPERTISE

Extensive experience in both plaintiff and defense matters related to the automotive industry, with a strong focus on dealership operations, compliance, and litigation support. Providing expert witness services since 1995.

Specializations include:

Automotive Dealership Operations

- New and Used Car Dealerships: Sales, Leasing, Financing, Service, Parts, and Sales Training
- Dealership Compliance & Regulatory Guidance
- Dealership Training & Operational Practices
- Finance Documentation & Analysis
- Desk and Closing Procedures (including "4-Squares")
- Dealership Accounting, Payroll & Commissions

Litigation & Expert Witness Services

- Dealer Fraud & Misrepresentation
- Lemon Law (Song-Beverly, Moss-Magnuson Warranty Act)
- Repossession & Wrongful Termination
- Personal Injury & Wrongful Death Related to Dealership Operations
- Discrimination & Employment Law
- Class Actions
- Bankruptcy & Criminal Matters Related to Dealerships
- Consignments
- Accident related analysis
- Injuries related to automobile and equipment accidents

Industry Standards & Legal Compliance

- Advertising, Warranty & Service Issues
- Standards of Care in Dealership Transactions
- Used Car Reconditioning & Safety Inspections
- Vehicle Sales & Leasing (Retail & Wholesale)
- Diminished Value & Vehicle Appraisals
- Lender-Dealer and Dealer-Manufacturer Relationships

Documentation & Consumer Protection

- Document Disclosure & Compliance (Single Document Rule, "Stacking", Deferred Down Payments)
- Spanish Language Contracts
- Rental & Lease Disclosures
- Regulation M & Z Compliance
- U.C.C. Warranties
- AB 68 Compliance (California)
- Buyer's Guides, Used Car Disclosures & Title History

Special Topics

- Finance Reserve, "Payment Packing", "Purchase/Lease Flip"
- Equipment & Vehicle Rentals (Cars, Trucks, Heavy Equipment, Motorcycles, Boats, ATVs, Personal Watercraft)
- Environmental Hazards, Contamination & Compliance
- Sales Tax, Trucking & Transportation
- Auto Impound & Storage Procedures
- Wholesale Operations & Dealer-to-Dealer Transactions