

KEVIN D. HOCHMAN, ESQ.

EXECUTIVE PROFILE

Dynamic and strategic automotive executive experienced and highly skilled in all areas of dealership operation and management. Previously responsible for the day-to-day legal and business operations of a multistate dealership platform with as many as 20 rooftops, 2,000 employees and \$3 billion dollars in annual revenue. Constantly interacted with managers, owners, vendors, manufacturers, insurers, and attorneys on all Dealership matters. Proven track record of increasing market share and profitability through a focus on continuous improvement and operational excellence.

EXPERIENCE

Dealer Advisory Group

Los Angeles, California

Managing Director

2020-Present

- Dedicated to improving Dealership's profitability, efficiency and compliance by consulting, educating and delivering innovative solutions including: Sales and Service Audits, F&I Training, Expert Testimony, Facility Compliance, Litigation Management, Advertising Review, Buy/Sell Consulting, Operations Hotline and Real Estate Counsel.

Keyes Automotive Group

Van Nuys, California

Director of Operations and General Counsel

2007-2020

- Instrumental in increasing top line revenue from \$800 million to over \$3 billion over 10 years, transforming Keyes into one of the largest privately-owned automotive dealer groups in the country
- Oversee underwriting, negotiation, and execution of a \$600 million commercial real estate portfolio as well as on-going tax, management and land-use concerns
- Provide proactive and comprehensive legal direction and training drastically reducing regulatory and compliance issues in all areas
- Decrease expenses and increase operational efficiency guiding to Keyes becoming one of the most profitable dealer groups in the country

Auto Advisory Services

Irvine, California

Senior Consultant

2002-2007

- Provided comprehensive and practical legal and operations guidance to over 1,100 California automotive dealerships
- Managed advertising review, compliance audits, custom training, and publications based on varying federal and state regulations

EDUCATION

Southwestern University

Los Angeles, California

Juris Doctor

June 2000

University of California

Santa Barbara, California

Bachelor of Arts, Finance/Economics with Accounting

May 1997

AFFILIATIONS

- Board Director, *National Association of Dealer Counsel (NADC)*
- Regulatory and Legal Affairs Board, *California New Car Dealers Association (CNCDA)*
- Member, *State Bar of California*
- Member, *Association of Finance and Insurance Professionals*
- Admitted, *United States District Court, Central District of California*