

CURRICULUM VITAE

David Niel Robertson

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Automobile Industry Experience

Association of Finance & Insurance Professionals – Fort Worth, Texas 1989 – present

Co-Founder & Executive Director

- Active in the US, Canada and Europe
- Provides F&I Certification and ethical practices training for franchised and independent dealers, commercial trucking and equipment dealers, and RV, motorcycle and marine dealers
- US Department of Justice-approved facilitator of court-mandated ECOA training
- 501(c)(3) nonprofit educational association
- NADA/NIADA-recommended training

Industry Consultant 1980 – present

Member Benefits Services, Inc. – Fort Worth, Texas 2004 – present

Owner

- Co-Creator and Distributor of the Safeguards Rule Compliance Kit (addressing the FTC Gramm-Leach-Bliley Act), *An F&I Manager's Guide to the Red Flag Rule*, and a dealer-implemented Adverse Action Program

Dealer Based Services – Bedford, Texas January 1983 – October 1989

Founder & President

- Fifth-Largest Independent VSC Administrator in the US
- OEM Supplier for BMW of North America and AVIS
- Test-marketed MBI program for American Express

Warrantech Corporation – Stamford, Connecticut October 1989 – January 1990

President WDBS

- Warrantech purchased Dealer Based Services

World Service Life Insurance Company – Fort Worth, Texas May 1976 – January 1980

Field Sales Representative, Account Development Manager (Wisconsin)
National Director of Administration & F&I Development (Home Office)

- Salesman of the Year, 1977

Pansing Pontiac – Littleton, Colorado
Finance & Insurance – Lease Manager

April 1975 – December 1975

Morehart Chevrolet – Durango, Colorado
Automobile Salesman

May 1971 – August 1972

- Member of Chevrolet LEGION OF LEADERS Sales Guild

Consulting Work

Misc.

Since 1982

American Airlines Credit Union
Merchants & Businessmen's Mutual Insurance Company
Commercial Recovery Systems, Inc.
Western Diversified Warranty Corporation
Motors Insurance Corporation – GMAC
GE Capital – Lyndon American
American Financial & Automotive Services
Hendrick Automotive Group

General Warranty Corporation – Harbor City, California
Consulting Vice President of Sales

February 1982 – January 1983

- Established sales department
- Directed the solicitation and support of franchised automobile dealer clients
- VSC volume grew from 2,500 units to 14,000 units in 18 months

Adesco – Tulsa, Oklahoma
VSC Product and Systems Development

February 1981 – January 1982

World Service Life

January 1980 – May 1980

- Formed captive credit reinsurance companies

Expert Witness

- Insurance and automobile industry-related matters at the federal and state levels (e.g., *Gunderson Chevrolet-Nissan Tennessee Class Action Lawsuit*)
- Approved by the U.S. Department of Justice to conduct court-mandated ECOA training

Industry Representation

- Formed and represented a coalition of independent VSC administrators in Washington, DC, to facilitate the resolution of a tax issue
- Represented VSC industry in a matter before the National Association of Insurance Commissioners (NAIC).

- Represented automobile industry on ABC 20/20 segment
- Provided information and quotes for *New York Times*, *Chicago Tribune* and *Wall Street Journal* articles
- Terry Bradshaw's *Pick of the Week* selectee on MSNBC

Publications

Automotive News, Credit Union Times, Auto Age, F&I Success, Kiplinger's Gannett Publications, F&I Management & Technology, among others

Education

Fort Lewis College – Durango, Colorado
BA, Business Administration

1971

DeVos Graduate School of Management
MBA, Current Student

Military

US Army
First Lieutenant, Honorable Discharge

- Vietnam Veteran

1970

Personal

Married

- Linda Robertson, Director of System Recruitment – Texas Health Resources

Direct Descendants

- Three children
- Three grandchildren

Expert Witness References (others available)

Crawford Williams, Esq. kudu@bellsouth.net