



# 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.

#### CONTACT



jack@coheninv.com



OFFICE: 747.222.1550  
DIRECT: 747.222.1554  
CELL: 805.807.1194



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

## 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
- Automobile and Equipment Rentals

#### 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
- Factory to Dealer Vehicle Allocation
- Dealership Repair Facility

#### 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