



Car Dealer Sales Boom comes with Headaches: Little Room for Error in System

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Dealers also have to make sure they are following the rules correctly. If the government rejects an application, the dealer doesn't get reimbursed for the \$3,500 or \$4,500 paid to a consumer, said Robert Weller, an attorney at the Detroit office of Abbott Nicholson P.C. who specializes in representing dealerships.

One client paid the \$4,500 to a customer who had renewed the registration on his car three days after his birthday.

"It was a couple of days, but it was considered a lapse in registration," Weller said. "It was rejected, but the dealer had already delivered the new car and disabled the old car. So now they're sitting on a \$4,500 problem."