



Hudson Cook, LLP

**NEWS RELEASE**

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7250 Parkway Drive, 5<sup>th</sup> Floor, Hanover, Maryland 21076-1343; [www.hudco.com](http://www.hudco.com)  
410-865-5400; Fax: 202-684-2001

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**CONTACT: Tom Hudson, 410-864-5411; thudson@hudco.com**

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**Hudson Cook, LLP Lawyer Emily Marlow Beck to Speak as a Workshop Co-Panelist at the National Auto Dealers Association Annual Convention**

**Hanover, MD, October 18, 2007** – Hudson Cook, LLP announced today that Emily Marlow Beck, a lawyer in the firm’s Hanover Office, has been invited to participate as a workshop co-panelist at the 2008 Annual Meeting of the National Auto Dealers Association in San Francisco, according to Tom Hudson, Chair of Hudson Cook. As a co-panelist, Ms. Beck will address “*Compliance Exposure That Can Crush Your Dealership*,” and steps dealers can take to reduce compliance risks.

Ms. Beck is a Co-Editor and contributor to the *CARLAW® F&I Legal Desk Book --The Answer Book for Finance and Insurance Professionals*, and a frequent writer on automobile dealership and automobile finance issues for journals including *Dealer Business Journal*, *World of Special Finance Magazine*, *Spot Delivery*, and various other state and local auto dealer trade publications. Ms. Beck also concentrates on fair credit reporting and fair lending matters, and on telemarketing, e-commerce and compliance issues for the financial services industry.

Elizabeth (Liz) Huber, Managing Partner of Hudson Cook’s California Office, noted “Emily Beck combines a dedication to helping clients understand the law with the real world experience of having worked for a dealer group. She knows the business of automotive retailing, the state and federal legal environment in which they must operate, the operations, systems and technology necessary to run them, and above all, the ‘no forgiveness’ atmosphere in which they live. Emily helps them to survive and thrive in that world.”

Tom Hudson: “Clients increasingly ask to be put through one of Emily’s Compliance Audits, which have become a first line of defense to assure the dealership’s operations are where the owner expects them to be. But every day, our clients ask for help with the federal and state laws and regulations that govern the consumer financial services business. As with our other lawyers, Emily is dedicated to helping clients understand the law as well as the trends that are likely to develop into real issues tomorrow. Emily helps us raise the bar on the service our clients expect.”

Before joining Hudson Cook, Ms. Beck worked for the Marlow Automotive Group of Front Royal, Virginia, where she reviewed dealer operations and developed plans for dealership improvement, participated in key decisions regarding growth and direction of the automotive group, developed and implemented dealership-wide technology strategy, designed the dealership web page, and worked in Parts, Service, Accounting and Administration.

Ms. Beck is a 2002 graduate of the Washington College of Law, American University, Washington, D.C. (where she served on the International Law Review and was a Marshall Brennan Fellowship Recipient), as well a 1999 graduate of the University of Virginia and a participant in the University of Virginia McIntire Business Institute. Ms. Beck is a member of the District of Columbia Bar and the Virginia Bar, and is a member of American Bar Association, the National Association of Dealer Counsel, and the organization "*Advancing Women in Automotive Retailing Enterprises*" (AWARE).

**Find Mr. Hudson at:** Hudson Cook, LLP, 7250 Parkway Dr., 5<sup>th</sup> Floor, Hanover, MD 21076; Phone: 410-865-5411; Fax: 410-712-6988; thudson@hudco.com.

**Find Ms. Huber at:** Hudson Cook, LLP, 2301 Rosecrans Avenue, Suite 2175, El Segundo, CA 90245; Phone: 310-536-9099; Fax: 310-536-7644; ehuber@hudco.com.

### **About Hudson Cook, LLP:**

Hudson Cook, LLP, a 40-lawyer consumer financial services law firm, is a leading provider of legal compliance services for the financial services industry, with offices in Washington, D.C., Maryland, California, New York, Connecticut and Virginia.

The firm represents many of the nation's top banks, savings associations, holding companies, finance companies and mortgage bankers, insurance and securities companies, investment banks, specialty lenders and "e-commerce" firms, including several Fortune 500 companies.

Hudson Cook's related Internet publishing company, CounselorLibrary.com, offers online compliance database and update services, including industry standards **CARLAW** and **HouseLaw**. Counselor Library also publishes books in the consumer credit compliance field written by Hudson Cook, LLP attorneys, recently including **The CARLAW F&I Legal Desk Book - "342 Things I Need to Know About Dealer Finance."** The book was intended "... to guide dealers and F&I professionals through their duties and responsibilities under the various laws they have to grapple with in a readable, user-friendly form," according to Hudson, and has become the official text book for the Association of Finance and Insurance Professionals' certification program.

For information regarding the law firm and the publishing company, call Tom Hudson at 410-865-5411 or Elizabeth Huber at 310-536-9099, or visit online at [www.hudco.com](http://www.hudco.com) and [www.counselorlibrary.com](http://www.counselorlibrary.com).

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**Speeches and Publications by Emily Marlow Beck:**

*CARLAW® F&I Legal Desk Book --The Answer Book for Finance and Insurance Professionals.* Co-Editor (with Thomas B. Hudson and Timothy O. Naughton) and Co-Author (with the Attorneys of Hudson Cook)(December 2006)

Co-Panelist, "50 Legal Issues in 50 Minutes," National Automotive Finance Association, St. Louis, MO, June 5, 2007.

Co-Speaker (with Tom Hudson), "12 Steps to a Basic F&I Compliance Program," 9<sup>th</sup> Annual Buy Here Pay Here Conference, National Alliance of Buy Here Pay Here Dealers, Las Vegas, May 14<sup>th</sup>, 2007.

Panelist, "Dealer Compliance--It's a Two-Way Street," American Financial Services Association, Vehicle Finance Conference & Expo, Lake Las Vegas, February 1, 2007.

Panelist, "Common but Potentially Dangerous F&I Practices," National Association of Dealer Counsel, F&I Compliance Workshop, Baltimore, MD, November 10, 2006.

Speech, "Transaction Compliance and Safeguarding: Negative Equity and Customer Information Safeguarding," Hendrick Automotive Group, GM Meeting, Charlotte, NC, April 24, 2006

Speech, "Lessons Learned from Dealers who had Compliance Audits (And Those Who Wish they Had)," Northwood University, April 19th-20th, 2006

Speech, "The Anatomy of a Dealer Audit", Leedom & Associates Second Annual Independent Dealer Conference, Orlando, FL, April 10, 2006

Speech, "Ask the Lawyers" (co-presenter Tom Hudson), World of Special Finance Conference and Expo, San Antonio, TX, March 30, 2006

Speech, "Compliance as a Key to Your Dealership's Success", National Automotive Finance (NAF) Association Workshop, San Antonio, TX, March 28, 2006

Speech, "Raising the Compliance Hurdle, Lowering your Litigation Exposure," Northwood University, April 18th-19th, 2005

Speech, "Dealer Traps and Pitfalls: OFAC, Patriot Act, and Consumer Information", Baltimore Washington Area GM Truck Club, April 13, 2005

Speech, "Learning by Example: Dealership Practices to Avoid or Employ," 9th Annual National Special Finance and Buy-Here-Pay Here Conference, Leedom and Associates,

Las Vegas, October 10th-12th, 2004

Speech, "Raising the Compliance Hurdle, Lowering your Litigation Exposure," American Honda Finance Corporation Semi-Annual Field Representative Training Conference, Denver, July 15, 2004

Presentations to twenty-groups and various state and local dealer associations

Legal Compliance, Kaizen Virtual Trainer, Developed legal content and recorded material for on-line compliance training material

Co-Author (with Tom Hudson), "Public Citizens "Rip-Off Nation" Report Defames Auto Dealers (Or, "Anybody Know Where We Can Find A Fact?"), *Spot Delivery*, January/February 2004