

# **Title Service Seminar Fall 2014**

### The Maryland Motor Vehicle Administration Committed to Safety, Service and *You*

The MVA shall provide exemplary driver and vehicle services that promote mobility and safety while enhancing process and product security

**MVA Mission Statement** 

### Agenda

- Inspection
- Electronic Lien Service (ELS)
- Lease Vehicles
- Avoid Rejections & Letters
- E Card Insurance
- What We Want You To Know
- Auditing
- Investigation
- Question & Answers



# **Inspection - Certificate**

- There are 3 formats to present the Maryland Safety Inspection Certificate:
  - Paper Certificate Same process as currently using.
  - Paper Electronic Certificate Control number begins with an "E" and signature is machine printed – Accept using same process as a paper certificate.
  - Electronic the vehicle information including the year, make, and vin along with the mileage and the inspection date will be transmitted into the MVA. This info will appear on the database when titling and \or issuing new or transferring current registration plates.

# Inspections

#### **VEHICLE INSPECTION REPORT**

Inspection Date: 04/22/2014

Result: PASS Inspector: GEORGE ADE

Performed By: CARMAX AUTO SUPERSTORES, INC.

8800 FREESTATE DRIVE LAUREL, MARYLAND 20723

Customer Name: CARMAX AUTO SUPERSTORES, INC.

Address: 8800 FREESTATE DRIVE LAUREL, MARYLAND 20723

MARYLAND STATE POLICE NO. E000002							000021
CBR		2007	HONDA	123456	7890		50
MAKE		YEAR	TYPE	VEHICLE IDENTIFIC	CATION NU	MBER	MILEAGE
SUCH STATION HOL ARTICLE, ANNOTA DESCRIBED VEHICI C STATION STATION L certify un	DSACU TED COL LE, AS SI CARMA 3800 FF LAURE	RRENT, DE OF M PECIFIE XX AU REEST L, MA	VALID LICE MARYLAND D BY LAW, I TO SUPE FATE DR RYLAND		LICABLE P D THAT TH THE MINIM Date of Co	ROMSIONS OF 1 IE SAFETY EQU UM SAFETY STA April 22, 2 entitication MON	TRANSPORTATION JIPMENT OF THE WDARDS. 014 TH/DAY/YEAR IN Inspection
				GEORGE ADE		FOR MVA	USE ONLY
Signature of Regis ANY ERASURE, 8 ENFORCEMENT D MSP 23-63 (04/14)	TRIKE OVE	R OR STR	LAND STATE PO	Printed Name AUTHORIZED BY THE AUTOMOTIVE & DUCE OR M.V.A. WILL VOID THE CERTIF	FICATE.	TAG TITLE	

### Inspection - Transactions

- Pilot beginning November
  - The standard renewal transaction may continue to be used to record the inspection and collect registration fees <u>only</u> for transactions processed prior to the implementation of the new process.
  - A new transaction to record inspection, after the vehicle has been titled, has been created. You will use this new transaction to record the inspection date and mileage on the mainframe.
  - When an einspection is submitted, the mileage and inspection date will be returned from the MVA system and the mileage may not be lowered.
  - A 15 day temporary authority may be issued for the customer to place in their vehicle until the sticker and registration arrive in the mail.
  - A customer may transfer or repurchase their plates when a 30 day temporary registration is needed for inspection purposes. The temporary registration fee of \$20.00 is not charged however, all other fees are still applicable.
- Future
  - Full registration fees will be charged at the time a 30 day temporary registration for inspection purposes is issued.
  - When the inspection is not submitted within the time required, a flag, "Safety Inspection Required" with code 0094 will be placed on the vehicle. A letter will be automatically generated to the customer requesting the inspection be submitted or plates be returned immediately to the Administration.
  - Refunds will be granted for the portion of registration fees collected (not including the temporary registration fee of \$20.00) when the tags are returned within 60 days of issuance of the temporary registration

# Electronic Lien Service (ELS)

- MVA has contracted with four vendors to provide ELS.
- ELS will be implemented in phases beginning in November 2014.
- Phase 1
  - Each ELS vendor will receive a daily file notifying them of any liens filed on their participating lien holders' behalf.
  - ELS lien holders will also be able to send their lien releases to the MVA through their vendor.
  - In addition, when a lien holder releases a lien electronically, they may request that the clear title be sent to a dealer who paid off the lien or insurance company who has paid off a lien on a salvage vehicle.
  - ERT Participants must use the codes provided in their vendor's software to record a lien. The use of a generic code for a lien holder has been discontinued.
    - Lien holders may request a lien code for processing Maryland title work by submitting an Application for Lien Code Assignment and/or Enrollment/Change in Electronic Lien System (VR-466). This form is faxed to the attention of Central Lien at 410-768-7594.
    - NOTE: This form is submitted by the lien holder and not the ERT participant processing the work.

# ELS

### • Phase 2

- Will begin in the first quarter of 2015.
- Titles and SIF's will not print when a lien is recorded by a lien holder who is signed up with an ELS vendor. Also during this phase, lien holders will be notified, through their vendors, of any changes made to a vehicle title and of any lien holder succession changes.
- In the future, the ELS system will facilitate the move to fully electronic titling in the State of Maryland. Lien holders are encouraged to sign up with a vendor to receive the benefits of participating in the program.

# Lease Vehicles

- When titling a leased vehicle please obtain the leasing company's soundex number and the lessee(s) drivers' license number. The Application for Title (VR-005) must be completed with both lessor's and lessee's soundex \ driver's license number, name and address.
- A leasing company soundex will always be a company soundex. The Leasing companies address may be an out of state address. When possible please use the soundex number previously issued to the leasing company. Only use a soundex number that is issued to the leasing company.
- The Maryland title will print with the leasing company's name and address but will also display the in care of symbol (%) in front of the lessee's name. All leased vehicle will be branded as a "LEASED".
- The registration card will print with the leasing company's name along with the in care of symbol (%) and lessee's name and address.

# Avoid Rejections & Letters

#### Please be sure:

- Forms are completed in their entirety
- Ownership documents
- Lien releases
- All required signatures are in place
- Full name is provided
- Inspection certificate is submitted
- Mileage recorded is correct
- Power of attorneys are present
- Sale price and date of sale are included
- Full name of the insurance company is provided
- Proper fees are collected
  - Title services are not entitled to collect fees off the gross tax of a vehicle. This is only for Dealers only
- Assignments are fully completed to show chain of custody of the vehicle
- Copies of customer's license and business license are attached

# **E-Card Insurance Verification**

- MVA is pleased to announce the e-Card insurance verification is acceptable in Maryland MVA received confirmation from the State Police regarding the acceptance of an insurance e-Card as valid proof of insurance when requested by law enforcement. As always, a paper insurance card will continue to be acceptable. A teletype has been sent to all Law Enforcement agencies in Maryland regarding the acceptance of an e-card.
- Please note: An FR-19 / eFR-19 is still required for ICD insurance verifications. e-Cards will not be accepted as proof of insurance coverage for an ICD insurance request case.

# What we want you to know

- ERT Transaction Finalizing
- Insurance Codes
- Proper Assembly of Titling Records
- Soundex
- Resources
  - Personalized Account Representatives
  - MVA Website Available Resources
    - Info MVA
    - Forms
    - Bulletins
    - Interactive Titling and Registration Manual
- ERTTransaction Processing (can and can't)



# **ERT Transaction Finalizing**

 Title services do not have 30 days to process their customers titling transactions. Title transactions performed on the behalf of a customer using the ERT system should be processed immediately, along with all appropriate fees. Once the transaction has been finalized, the original paperwork should be submitted to the following address:

> Motor Vehicle Administration Room 202 6601 Ritchie Highway Glen Burnie, MD 21061

# **Insurance Codes**

 Please ensure when selecting the insurance provider for vehicles being registered for tags, the correct insurance company is selected. If the wrong company is selected, the Automated Compulsory Insurance System (ACIS) will create a case requesting the owner (s) to provide verification of insurance coverage for all newly titled registered vehicles





- \*BUNDLE REPORT SHOULD BE ON TOP OF ALL THE TITLE RECORDS IN THAT BUNDLE REPORT.
- \*ALL TITLE RECORDS SHOULD BE LISTED IN ORDER AS SEEN IN THAT BUNDLE REPORT.

EACH TITLE RECORD SHOULD BE AS FOLLOWS:

- FROM TOP TO BOTTOM (FIRST TO LAST)
- Maryland MVA Title/Reg Receipt
- Registration card (IFTRANSFERRINGTAGS)
- Application for Certificate of Title (VR-005)
- Certificate of Origin, Title, or other acceptable ownership document
- Lien Release-Notice of Security Interest Filing
- Dealer Reassignment(s)
- Dealer's Bill of Sale
- Miscellaneous MVA Forms
- Odometer Mileage Statements
- Maryland Safety Inspection Certificate
- Vehicle Emission Report (IF SUBMITTED)

•EACHTITLE RECORD SHOULD BE SEPARATED.
•DO NOT USE AN EXCESSIVE NUMBER OF STAPLES.
•DO NOT USE HIGHLIGHTERS.
•DO NOT FOLD FORMS.

# **Requesting Soundex From ERT Unit**

### **Documents Required:**

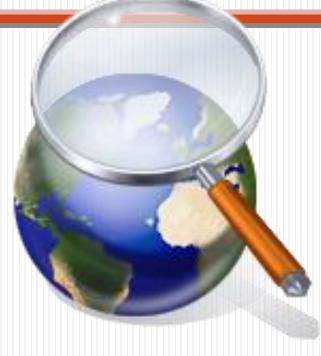
- <u>Legible</u> copy of the individual's out of state driver's license. The ERT Unit can only accept driver's license for the United States and it's Territories (Out of Country driver's license and passport must be walked into MVA Full Service Branch Office)
- Copy of the completed VR-005 with the customer's full legal name (i.e. full first, middle, and last name), date of birth, Maryland address, vehicle information, and signed and dated by the customer
- Documents can be faxed to the ERT Unit at (410) 424-3629 or (410) 768-7070 and it must contain a coversheet including the sender's name and telephone number. Depending on the number of requests, it could take 48 to 72 hours to receive your soundex number.
- The ERT Unit will contact you when the soundex has been issued

# **Z97 Soundex**

- Cannot be used for individuals
- Is Issued for companies only
- A valid <u>FEIN number</u> must be recorded on the Application for Certificate of Title (VR-005)
- Cannot be requested through the ERT Unit
- Your Vendor will provide a Z97 Soundex when requested.



# **Available Resources**



### **ERT REPRESENTATIVES**

- Fax Numbers: (410) 424-3629 / (410) 768-7070
- Supervisor: Ranae Johnson <u>rjohnson3@mva.maryland.gov</u>
  - (A, B) J. Stewart jstewart4@mva.maryland.gov
    - (L, R) L. Green <u>ltyler@mva.maryland.gov</u>
  - (C,Y) D. Marsch <u>dmarsch@mva.maryland.gov</u>
  - (D,F, M) B. Wiland <u>bwiland@mva.maryland.gov</u>
  - (G, H, I) V. Jenkins <u>vjenkins@mva.maryland.gov</u>
    - (J,O,Q) S. Hines <u>shines@mva.maryland.gov</u>
  - (S,T,W) D. Bernhardt <u>dyarbrough@mva.maryland.gov</u>
    - (E, P) K. Owens <u>kowens@mva.maryland.gov</u>
    - (K, N, X, Z) N. Ipalook <u>nipalook@mva.maryland.gov</u>
      - (U,V) Nicholas Cook <u>ncook1@mva.maryland.gov</u>



### **BLCS REPRESENTATIVES**

Direct E-mail: <u>mvablcsd@mva.maryland.gov</u>

• Fax Numbers: (410) 768-7602

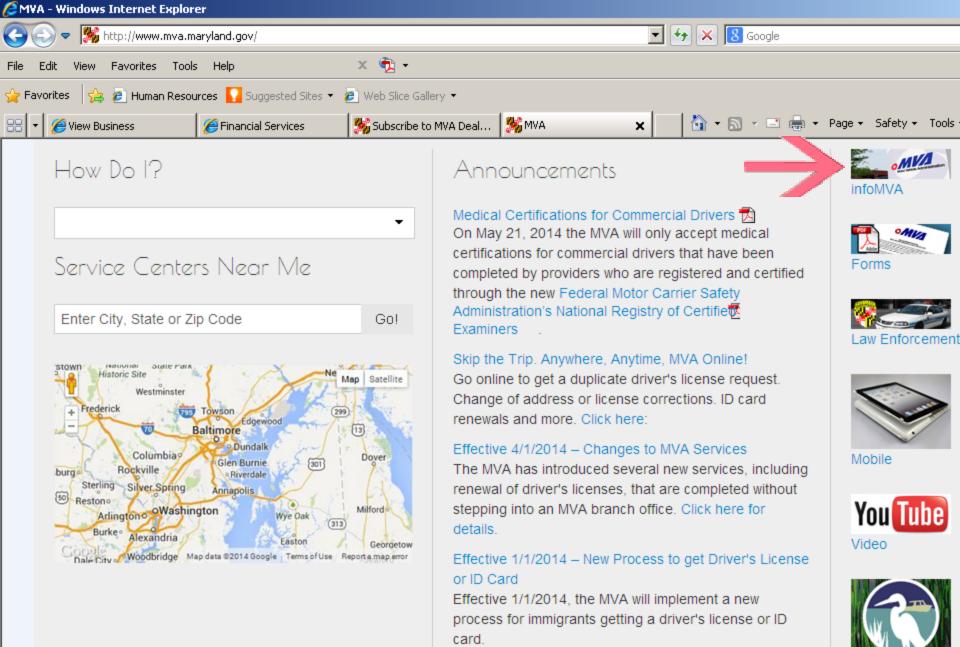
Supervisor: Kimberly Lucas <u>kwilliams1@mdot.state.md.us</u>

Late Titling Unit: M. Wagner <u>mwagner@mdot.state.md.us</u>

- (#-AR) G. Janey <u>gjaney@mdot.state.md.us</u>
- (AS-BO) D. Walker <u>dwalker2@mdot.state.md.us</u>
  - (BP-CI) D. Haigis <u>dhaigis@mdot.state.md.us</u>
    - (CJ-DO) T. Cobb <u>tcobb@mdot.state.us</u>
- (DP-FO) Y. Alexander <u>yalexander@mdot.state.md.us</u>
  - (FP-HI) E. Toogood <u>etoogood@mdot.state.md.us</u>
    - (HJ-JS) N. Cook <u>ncook@mdot.state.md.us</u>
    - (JT-LS) L. Slater <u>lslater@mdot.state.md.us</u>
    - (M-NA) A. Holton <a href="mailton@mdot.state.md.us">aholton@mdot.state.md.us</a>
    - (NB-PR) D. Banks <u>dbanks@mdot.state.md.us</u>
    - (PS-RZ) F. Parker <u>fparker@mdot.state.md.us</u>
      - (S-TE) J. Kuti <u>jkuti@mdot.state.md.us</u>
      - (TH-ZZ) L. Smith <u>lsmith@mdot.state.md.us</u>





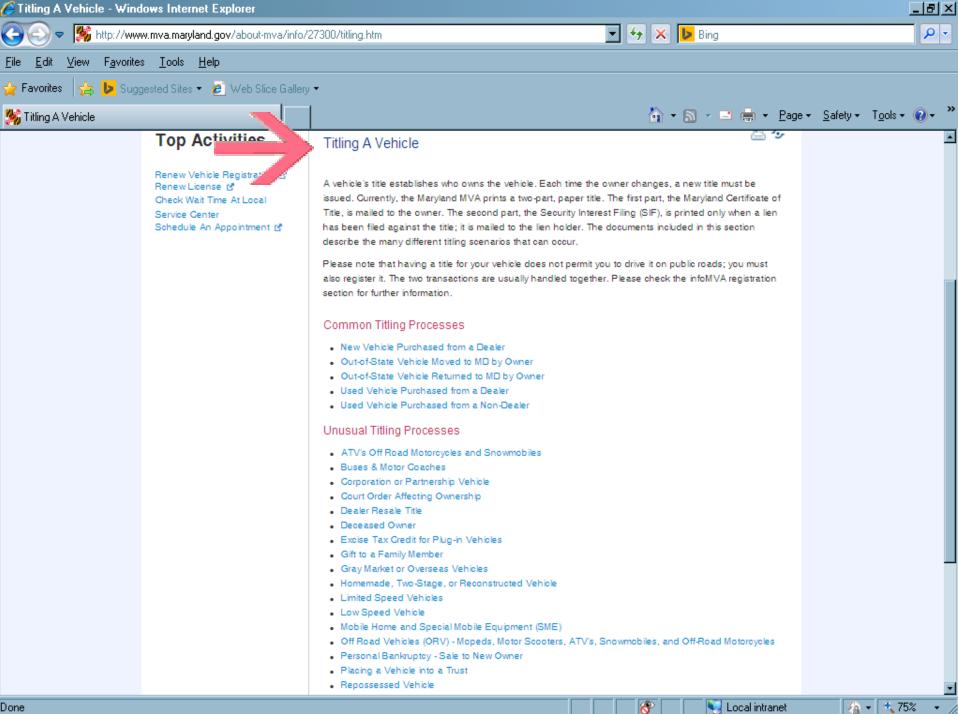


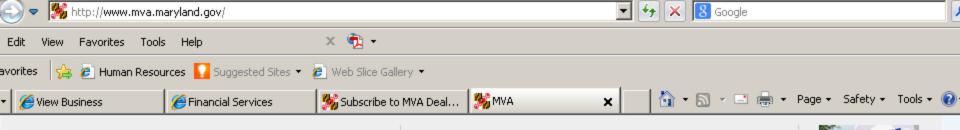
More >>

Smart, Green and

Growing

🥖 infoMVA - Windows Internet Explorer		_ 뭔 ×
🕒 🕞 🗢 🧏 http://www.mva.maryland.gov/about-mva/info	o/ 💽 🔂 Bing	P -
File Edit View Favorites Tools Help		
🖕 Favorites 🛛 👍 🕨 Suggested Sites 👻 🔊 Web Slice Galle	sth 🗻	
🐝 infoMVA	🚹 🔹 🗟 👻 🖃 🖶 👻 Page	e + Safety + Tools + 🕢 + 🏾 💙
Top Activities	infoMVA 🗁 🍲	-
Renew Vehicle Registration <b>d'</b> Renew License <b>d'</b> Check Wait Time At Local Service Center Schedule An Appointment <b>d'</b>	infoMVA gives you the information you need to complete your MVA related business. It uses questions and answers to clearly describe what you need to do. Links are also provided for any forms you may need. The links below are provided to get you started. They link to the actual transactions you are searching for to complete your business with the MVA. More transactions will be added to the website, so please check back with us often.	
	BUSINESS SERVICES         Automotive Dismantlers, Recyclers and Scrap Processors         Bonding Requirements and Fines         Dealers and Salesmen         Driver Education Schools and Instructors         Interchangeable Tags for Businesses Not Licensed by the MVA         Manufacturers and Distributors         Tag and Title Service Providers         Driver Wellness and Safety         Driver Licensing         Motorcycle Safety Program         Citations, Revocations and Suspensions         COMPLAINTS AND INVESTIGATIONS         Driver Instruction - Filing a Complaint         Identity Theft	
	Service of Process VEHICLE SERVICES     Disability Parking	
$\rightarrow$	Miscellaneous     Registering A Vehicle     Titling A Vehicle SALE OF MVA INFORMATION	
	VEHICLE INSPECTIONS	
	🛛 👘 👘 😼 Local intranet	🐴 🔹 🔍 75% 🔹 🎢

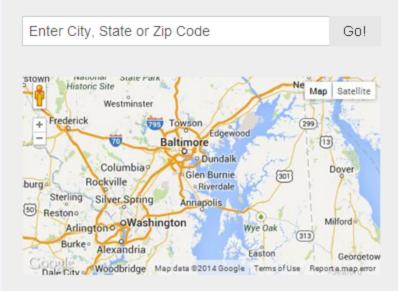




•

#### How Do I?

#### Service Centers Near Me



#### Announcements

Medical Certifications for Commercial Drivers On May 21, 2014 the MVA will only accept medical certifications for commercial drivers that have been completed by providers who are registered and certification through the new Federal Motor Carrier Safety Administration's National Registry of Certifie Examiners

Skip the Trip. Anywhere, Anytime, MVA Online! Go online to get a duplicate driver's license request. Change of address or license corrections. ID card renewals and more. Click here:

#### Effective 4/1/2014 - Changes to MVA Services

The MVA has introduced several new services, including renewal of driver's licenses, that are completed without stepping into an MVA branch office. Click here for details.

Effective 1/1/2014 – New Process to get Driver's License or ID Card

8

Effective 1/1/2014, the MVA will implement a new process for immigrants getting a driver's license or ID card.









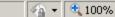


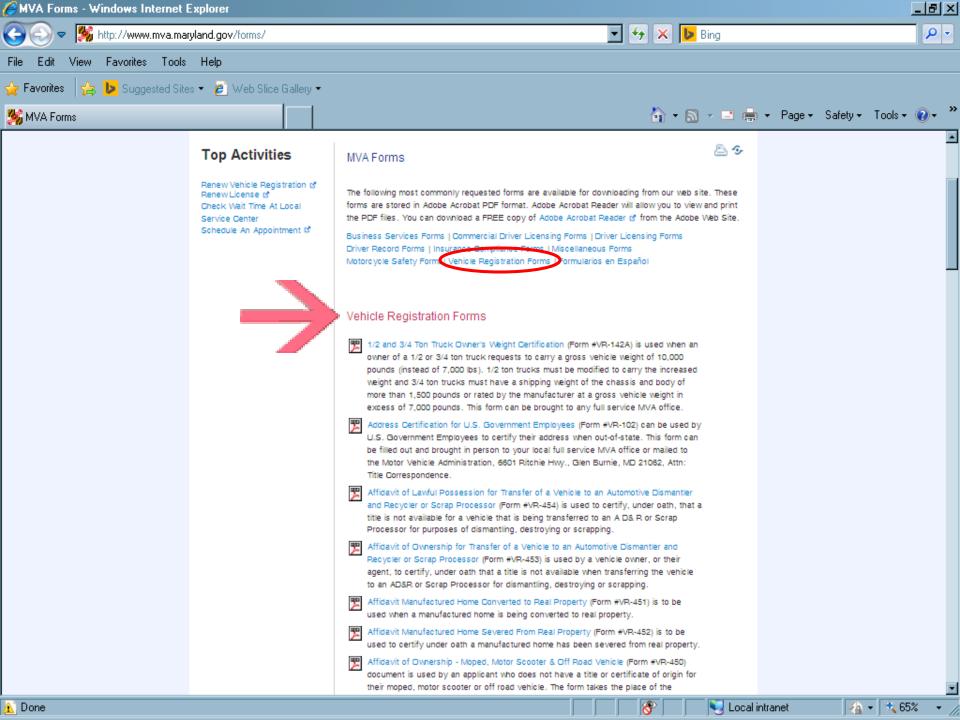


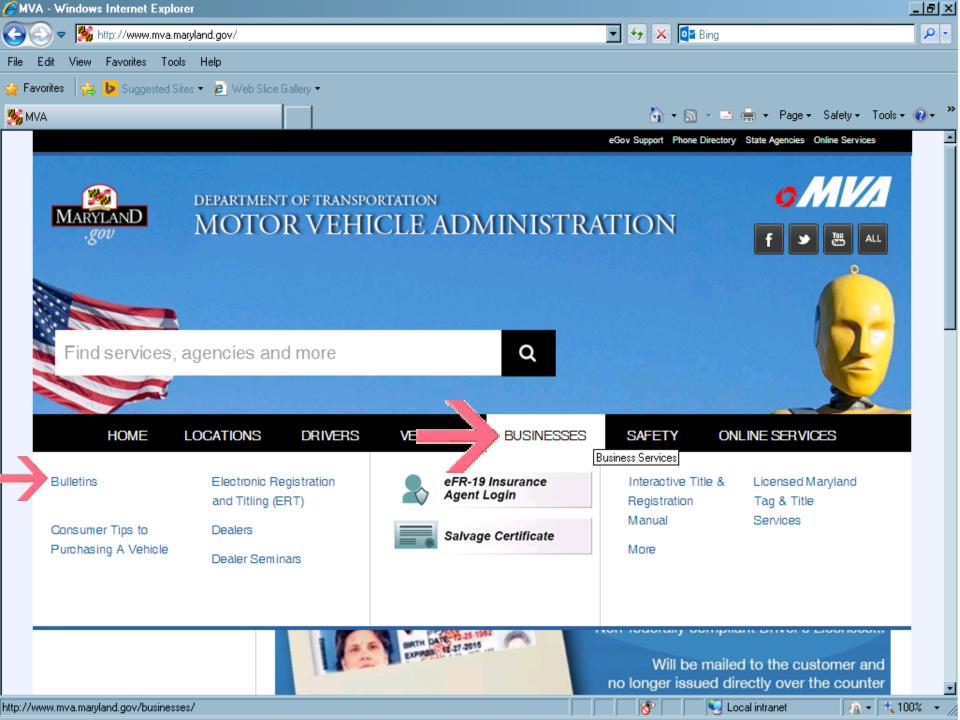


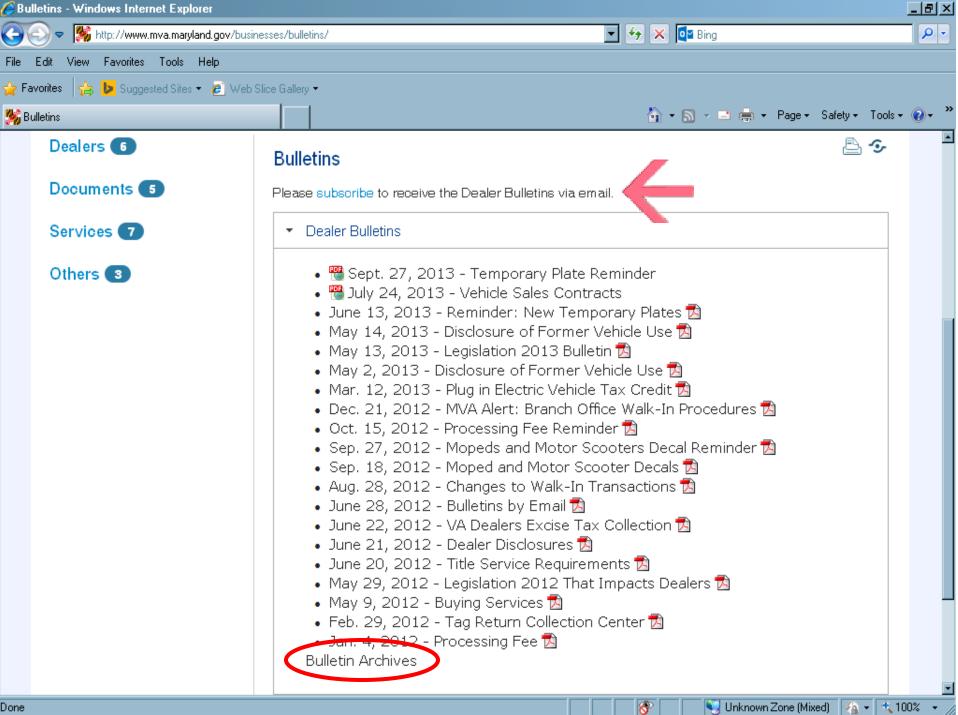
More >>

💐 Local intranet









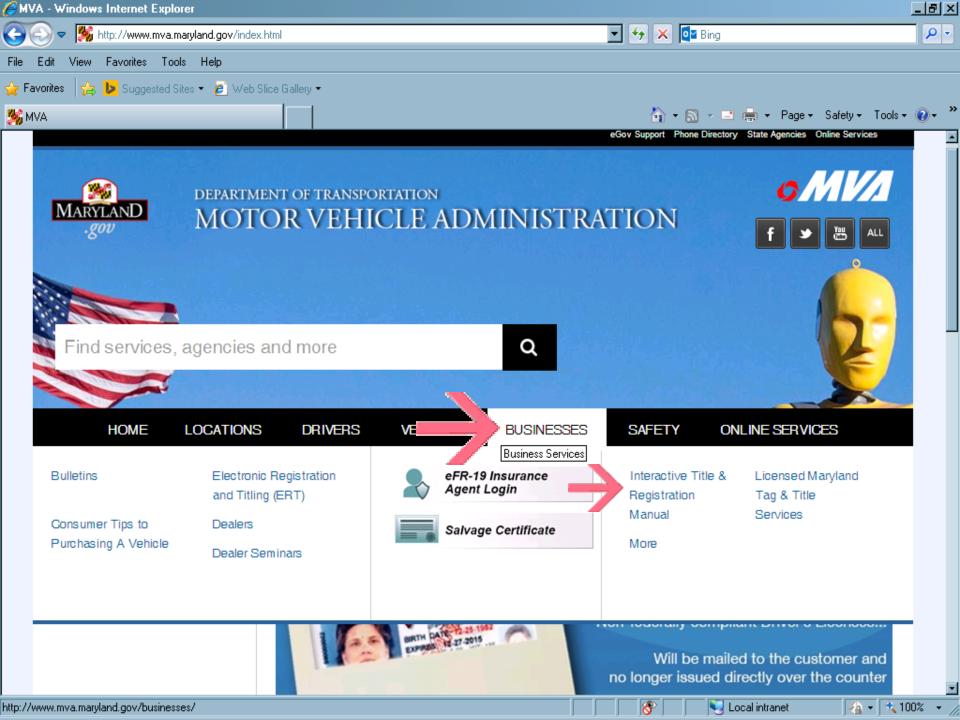
Done

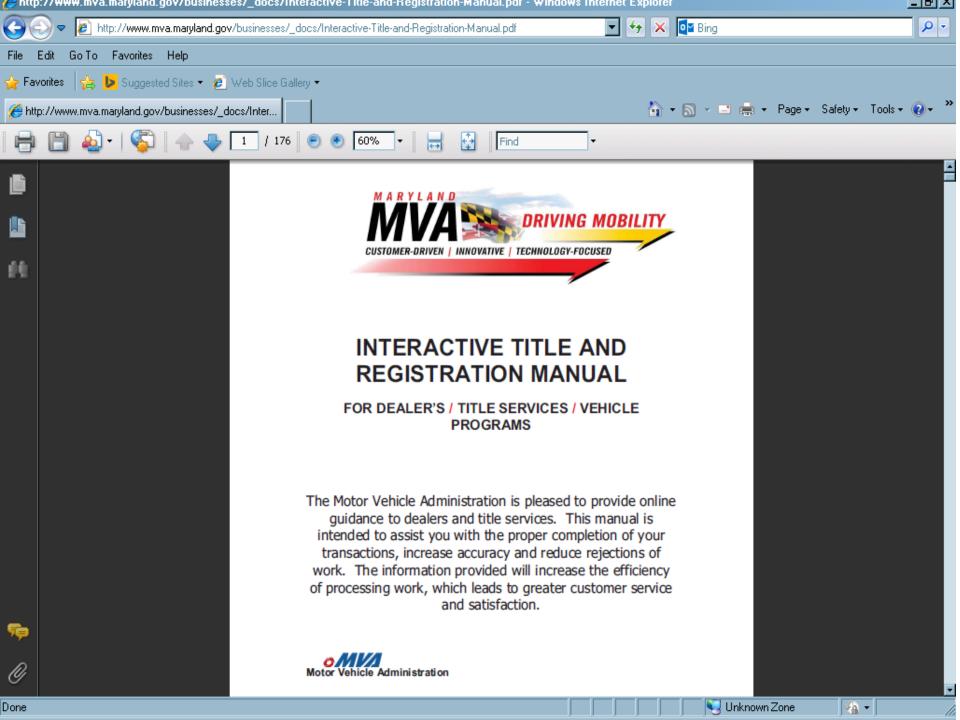
🖨 Subscribe to MVA Dea	aler Bulletins - Windows Internet	Explorer		<u> – 9 ×</u>		
🔆 📀 🗢 🐝 http://ww	ww.mva.maryland.gov/businesses/bulle	tins/subscribe.htm 💽 🐓 🔀 🗖	Maga Bing	<b>₽</b> •		
File Edit View Favorite	es Tools Help					
🚖 Favorites 🛛 🚖 🕨 Sug	ggested Sites 👻 🙋 Web Slice Gallery	•				
🎉 Subscribe to MVA Dealer	Bulletins	🛅 🕶 (	🔊 👻 🚍 📥 🔹 Page 🔹 Safety 👻 Tools	• 🕡 • »		
		B DRIVERS VEHICLES BUSINESSES SAFETY ONLIN	IE SERVICES	<u> </u>		
	Dealers 📧	Subscribe to MVA Dealer Bulletins	≙ ∻			
	Documents 💿	If you would like to receive MVA Dealer Bulletins via e-mail from the Maryland Motor Vehicle Administration				
	Services 🕜	(MVA), please enter the requested information below. The MVA will not share your information and will only use it to send you important MVA Dealer Bulletins.				
	Others 🔳					
		Mailing List Subscription				
		Please complete the form below to sign up for this mailing list. To update or cancel use the link below.	current subscriptions,			
		Update/0	Cancel Subscriptions			
		Subscribe to Email List: Dealer Bulletins				
		Email Address:				
		Dealership or Company Name:				
		Contact Person:				
		Job Title or Capacity:				
		Telephone Number:				
		Dealer Number:				
		Submit		_		
			📃 💐 Unknown Zone (Mixed) – 🙀 🕄	 75% •/		

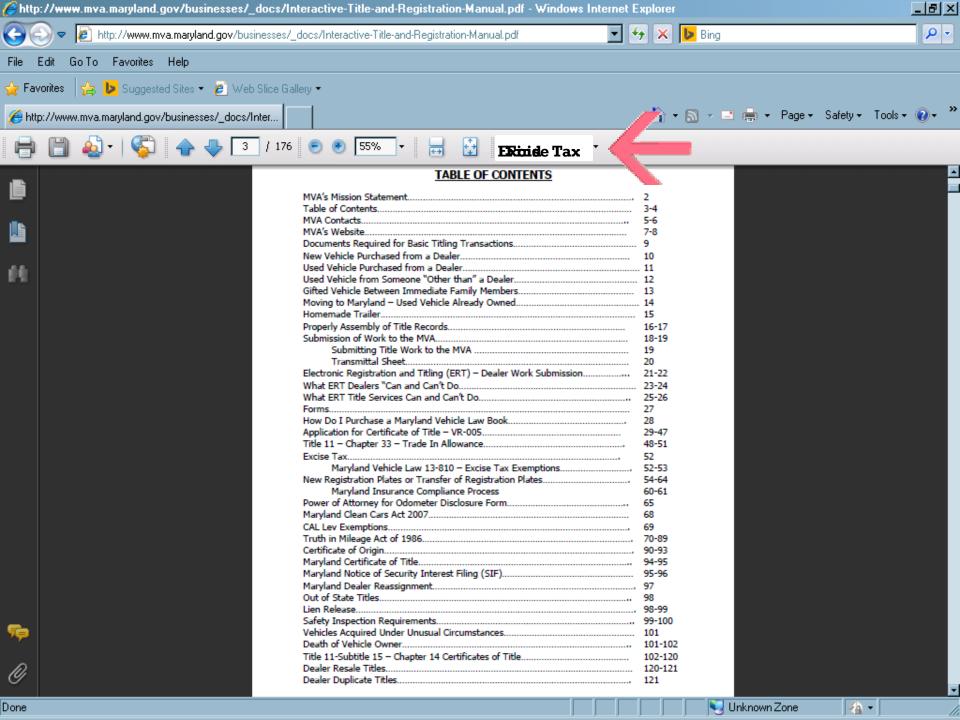
# Interactive Titling and Registration Manual

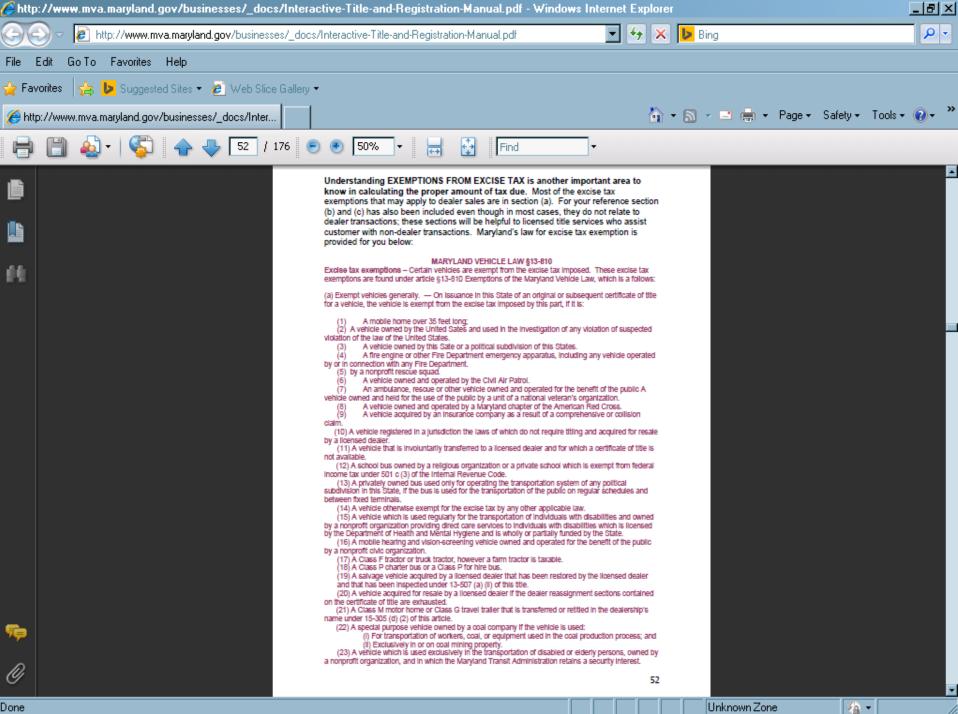
### Available on MVA's website

http://www.mva.maryland.gov/businesses/\_docs/Intera ctive-Title-and-Registration-Manual.pdf









Done



### Transactions that "Can" be processed by ERT Title Services

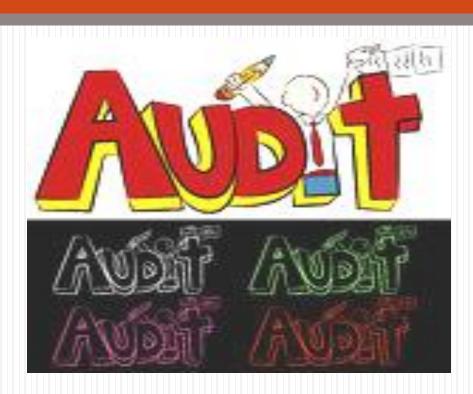
- New title and tags (T1)
- New title and transfer of tags (T2)
- New title and transfer with renewal (T3)
- New title and temporary tags (T4)
- New title only (T5)
- Title and Decal for ATV's, Snowmobiles, Off-Road Motorcycles, Motor Scooters, and Mopeds
- New tag registration (NR)
- Standard renewal (SR)
- Replacement tag renewal (RT)
- Substitute tags (ST) and Substitute stickers (SS)
- Duplicate registration (DU)
- Duplicate title, Form VR-018 (DT) (Transmit only)
- Administrative flag fee (AF)
- Utilize mailing address mailing address shows on title, not on database
- Soundex issuance with proper documents must fax Driver License, ID card, Military ID from this country with Driver License to MVA ERT Unit (otherwise transaction must be submitted to a Full Service MVA Branch Office)
- Work on behalf of dealer (but cannot get .6% unless both dealer # and title service # are entered).
  Tag return



### Transactions that "Cannot" be processed by ERT Title Services

- No salvage transactions
- No dealer duplicate title VR-003 processing
- No branding of titles (can only brand for CAL LEV, Leased vehicles, and odometer A, B, or C) A TITLE REQUIRING ANY OTHER BRAND "MUST" BETAKENTOTHE MVA FOR PROCESSING.
- No VIN plate assignment
- No new issuance of disability plates, only transfer of disability plates
- No new issuance of personalized or organizational tags, only transfer of personalized or organizational tags
- No taxi (class B), no limousine (class Q), no ambulance/funeral (class C)
- No state and local government (not new or transfer)
- No law enforcement
- No tax exempt for business (mergers, reorganizations, newly formed, dissolutions)
- No tax exempt –individual transferring to intervivos trust
- No excise tax credit for new residents
- No out of country- (gray market vehicles)
- No registration correction (RC)
- No transfer tags (TT)
- No transfer with renewal (TR)
- **Repossessed vehicles "MUST" BE TAKEN TO THE MVA FOR PROCESSING**

# Auditing



### **Title Service Audit Tidbits**

#### **Retention of Records:**

- Keep copies of all documents, including bills of sale, title documents, and customer information.
- Keep at least three years by customer name.
- Title Service should be open according to hours of operation with records readily available and without advance notification.



#### **Transmitting of Fees:**

- Deposit all monies on the same date as electronic vehicle registration.
- Title Service does not have 30 days as dealers have to submit all title work and fees.

#### **Inventory Accountability:**

- ERT Sticker Audit conducted at least once a year and routine/special request audits are conducted where blocks of inventory are verified.
- Perpetual records and or logs can help account for inventory.

### **Title Service Audit Tidbits**

#### **Registration Fees:**

• Registration fees charged shall be consistent with Motor Vehicle fees.

#### **Excise Taxes:**

- Pay special attention to selling prices of vehicles
- Pay special attention to trade-in values. Trade-in values shall not be higher than trade-in values in NADA books that have been adopted for use by the Motor Vehicle Administration. Trade-ins are covered under COMAR 11.15.33.05.



### What do you call a Alligator in a vest?

### INVESTIGATOR



### **Investigation Tidbits**

#### **Inspection of Locations:**

- Processing of out of state titles.
- ERT Password sharing.
- Title service ID's.
- MVA Logo
- FEIN number
- Leaving business vacant without notifying MVA.
- Security of MVA properties.
- Out of State Salvage
- Altered/Erasures
- VR-005 form computer generated copy and hand written copy from customer.



# **Questions and Answers**

- 1.There has been talk and concern regarding removing the one year renewals capability for ERT users. Can you please explain why the MVA full service location can process these if the general public goes to pull a number and goes to the counter.
  - We are not altering any current processes.
- 2. It is our understanding that we would be able to process a "previously" branded Maryland title on the ERT systems. Has this been granted as of this date?
  - No, this capability has not been granted yet. This is on our list to be completed next.
- 3. Are there restrictions on tag and titles that they can only have one vendor?
  - Yes, there is a restriction, only one vendor is allowed.

- 4. We asked the ERT vendor, for several transactions that would keep our runners out of the MVA as much, such as Class changes from A to L; renewing plates over 6 months expired, and branded titles (Maryland already branded titles).
  - You should be able to process an A to an L
  - We will look into the transactions over 6 months, no vendor can perform this transaction
  - Brand titles see response to number 2.
- 5. Maryland is not an and/or state as far as signatures on a title when the vehicle is sold. If a state does have and/or on the title and only one person signs the title as the seller is that significant?
  - Yes as long as the ownership document states and  $\setminus$  or.

- 6. What is being done about current licensed tag and titles that process fraudulent work? I understand that investigators are giving tickets but what happens after a ticket is issued?
  - After the investigation is completed the case is sent to our Compliance Unit where further Administrative action may be taken.
- 7. How soon does the MVA send out FR19 Requests when they are notified by the insurance company that a policy has been canceled?
  - When MVA receives a cancellation on a policy, the system holds the file for 45-days waiting for an event ( new business , reinstatement, trade in , tags return, etc....) if an event does not occur within the timeframe (45days) a case is created sending notification to the vehicle owner(s). However, if a cancellation is received for a MAIF policy the system waits 10-days for an event , if no event occurs , a case is created.

- 8. Since the MVA is no longer allowing the general public to get a duplicate title over the counter will this be a service that the tag and titles process if they put up an extra Surety Bond? This would cut down on some of the walk in work on the runners for the tag and title AND free up the MVA staff.
  - The vendors have been requested to open the option for a mailing address for duplicate titles.
- 9. We are still having issues with title work being processed, especially when a holiday falls during the first or last of the month. What do you consider a sensitive deal?
  - Field Operations is to address

- 10.The clerks at the Waldorf branch complain about processing duplicate titles. Why is processing a duplicate title an issue for them?
  - Field Operations is to address