

*Posting on How to by the Experts on Automotive Digest*

## **Steps Auto Dealers Can Take to Help Reduce Their Risk of Vehicle Theft by Fraud**

*By Patrick Clancy, LoJack Corporation Vice President of Law Enforcement*

Auto thieves have become increasingly more sophisticated in the methods they employ to steal vehicles – utilizing false identification and stolen credit cards for fraudulent purchases and leveraging ties with organized crime rings both domestic and international to resell the vehicles for profit.

Auto dealers can take proactive measures to limit their financial risks when it comes to auto theft. These measures may include:

1. Match the ID for the buyer to the Credit Report. Be sure to match the home address, exact name and Social Security Number provided by the buyer.
2. Obtain a bar code reader for the driver's license. Thieves can easily make false licenses, but may not always be able to replicate the 2D barcode on the back of many drivers' licenses. If it doesn't match, there might be a problem. **Some states restrict the use of driver's license barcode readers**, so check state and local regulations and with your dealership's legal counsel before purchasing and using one.
3. Verify documents for errors or omissions. Keeping up a fraud is hard work. Thieves make mistakes, so look for errors or information that doesn't match.
4. Be wary of out-of-state or foreign documents. They are harder to spot as fakes because you may not be familiar with these types of documents. Slow down and double-check information.
5. Preinstall a theft recovery device, such as the LoJack® Stolen Vehicle Recovery System, on every vehicle on your lot. That way, if you experience an instance of vehicle theft by fraud, you can report the vehicle as stolen to police, and, if the stolen vehicle is located within a LoJack coverage area, they can activate the LoJack® System in that vehicle to help recover it.

## **Steps Auto Dealers Can Take to Help Reduce Their Risk of Vehicle Theft by Fraud, continued**

### **What you need to know currently about Lojack:**

The LoJack System is the only stolen vehicle recovery system that is fully integrated with U.S. law enforcement. LoJack provides law enforcement with specialized equipment—at no cost—that is placed in police vehicles and aircraft. These LoJack® Police Tracking Computers allow local law enforcement to track the signal being emitted from the LoJack® unit in a stolen vehicle while police carry out their regular duties. LoJack unit activation is contingent upon the vehicle being located within LoJack's coverage area that spans counties across 29 states throughout the US.

The recovery rate for cars, trucks and SUVs that are reported stolen to police and are equipped with a LoJack System, is 90%, contingent on the vehicle being located within LoJack's coverage area.

One way for auto dealers to protect their financial investment in their dealership's inventory is by participating in the LoJack Pre-Install Program -- equipping every new and higher-priced used vehicle on their lot with a LoJack System. To learn more about this program contact: Bob DeAngelis at [RDeAngelis@lojack.com](mailto:RDeAngelis@lojack.com).

*Patrick Clancy, LoJack Corporation's Vice President of Law Enforcement, is a former police officer. LoJack Corporation has helped millions of people protect their vehicles in the event of theft over the past 25 years. [www.lojack.com](http://www.lojack.com)  
[www.autotheftblog.com](http://www.autotheftblog.com)*