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Price Tags and Pitfalls: Inside the FTC–Maryland Dealer Smackdown

SPEAKERS

[Brooke K. Conkle](#) | [Christopher J. Capurso](#)

In this episode of *Moving the Metal: The Auto Finance Podcast*, hosts Brooke Conkle and Chris Capurso break down a major FTC–Maryland AG settlement with multiple auto dealerships over alleged deceptive pricing, unauthorized add-ons, and misleading financing practices. Brooke and Chris walk through the redress and penalty structure and explain how “total price,” clear disclosure, and express informed consent are being enforced post-CARS Rule. They also discuss what dealers and auto finance companies should do now to strengthen compliance, documentation, and oversight of dealer practices.

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