

DIRECTORY OF MEMBER BENEFITS & SERVICES



NIADA represents the independent dealer and is the voice of the used motor vehicle industry. For 60 years dealer have looked to NIADA to provide them with solutions and answers that help them operate more successful businesses. Bringing together informational sources and benefits for dealers is a key focus at NIADA.

Mark Your Calendar!!



CERTIFIED MASTER DEALER PROGRAM

The most widely recognized and coveted achievement in the realm of used motor vehicle retailing. Those who demonstrate their commitment and support to the principles and ethical business standards that CMD entails can look forward to increased respect from their peers, their business associates and their customers. The CMD course, taught by Joe Lescota, Automotive Department Chair at Northwood University, is available to eligible dealers through an application process. This process and application is explained in more detail on our website: www.niada.com via the Education link.

NIADA's 2009 schedule for the "Certified Master Dealer" classes:
-March 4-7 in Grapevine, TX
-November (TBD) in Grapevine, TX

FOR MORE INFORMATION:
Call 800-682-3837 or visit www.niada.com



MEMBER BENEFIT PROGRAMS

Member Benefit Programs are designed to help our members profit and grow in this competitive market. Our state associations also provide members with a variety of benefits. Please check with your state for a full benefit summary.

1-800-MEMBERS	800-MEMBERS
FedEx, UPS, Roadway, & Yellow Savings	
APPI, LLC	800-520-6685
Utility Savings (Electric & Gas)	
Bank of America	866-438-6262
NIADA MasterCard Credit Card/Line of Credit	
Black Book	800-554-1026
Vehicle Pricing Internet Subscription Discount	
Carfax	www.carfax.com
Vehicle History Reports	
Choice Hotels International	800-258-2847
15% Hotel Savings (ID# 00801629)	
DoALease.com	800-223-4882
Used Car Leasing for Independent Dealers	
First Data	817-538-0911
Competitive electronic payment processing	
Hertz	800-654-2210
Car Rental Discount (ID# 0055413)	

Independent Dealer	
Accounting Manuals	800-682-3837
"Standardized Dealership Accounting System"	
NADA	800-756-4232
Vehicle Valuation Solutions and Discounts	
NIADA Insure	888-461-6232
Competitive group insurance rates	
NIADA Retirement	800-248-6232 ext. 7254
State of the art 401k retirement plan	
NIADA.TV (www.niada.tv)	800-756-4232
On-Demand Dealer Education	
RxSavingsPlus	800-682-3837
Prescription Drug Discount	
Solveras Payment Systems	800-613-0148
Credit Card Processing/Collection/Check Verif.	
T-Mobile	866-464-8662
10% Rate Plan Savings for cellular service	
Vehicle Donation P.C.	888-706-8575
Authorized Agent for Vehicle Donation	



NIADA PREFERRED PROVIDERS

The Preferred Provider Program aligns dealers and vendors in a special relationship that fosters close ties and fuels the success of both groups.

Platinum Preferred Providers:

AutoTrader.com	888-249-6860
Online Automotive Marketplace	
Cars.com	800-298-1460
Online Advertising and Qualified Lead Provider	
National Auto Care Corp.	800-548-1875
Vehicle Service Contract Program	

American Recovery Association 972-755-4755
Repossessions/SkipTracing/Collections, etc.

Black Book 800-554-1026
Vehicle Pricing Internet Subscription Discount

Carfax www.carfax.com
Vehicle History Reporting

Guardian Warranty Corp 800-474-4492
Service Contract Warranties

Independent Dealer.com 614-497-5460
Where Dealer Go For Answers

NADA Official Used Car Guide 800-756-4232
Vehicle Valuation Solutions

NIADA Insure 888-461-6232
Competitive group insurance rates

NIADA Retirement 800-248-6232 ext. 7254
Retirement Program provided by NADART

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BUSINESS RECOGNITION

Membership Recognition

As a Member of NIADA you will receive a "Member in Good Standing" Certificate which includes stamps for each year you are a member, a yearly Store-Window decal, and a Membership ID Card.

LEGAL & REGULATORY

NIADA monitors federal legislation and regulatory issues of interest to the NIADA membership and works towards protecting the rights of used car dealers. This entails lobbying efforts, researching, networking and developing strategic alliances with members of Congress and other industry groups. The goal of our legislative and regulatory presence is to inform and act on behalf of NIADA members on federal legislative and regulatory issues as they relate to the used motor vehicle industry. For up to date legislative issues, please refer to your monthly Used Car Dealer magazine or www.niada.com.

PUBLICATIONS

User Car Dealer Magazine
Providing news, sales tips and information monthly.

07' NIADA Used Car Report
Annual statistical reporting on the used motor vehicle industry.

Dealer's Guide to the Used Car Rule

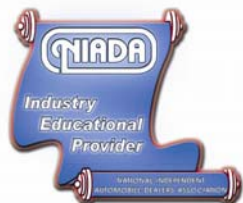
Outlines how to prepare and display the FTC Buyer's Guide.

The Audit Technique Guide
Compliance with the IRS tax audit requirements.

Gramm-Leach-Bliley Pkg
Compliance with the newly mandated Privacy Act.

Tackling the Image Problem
Information on being viewed positively as a dealer.

Please visit our website at www.niada.com



INDUSTRY EDUCATIONAL PROVIDERS

Member Benefit Programs are designed to help our members profit and grow in this competitive market. Our state associations also provide members with a variety of benefits. Please check with your state for a full benefit summary.

AFIP	817-428-2434
AskPatty.com	888-745-1928
Leedom Group	800-966-8733
NABD	713-290-8171
NCM Associates	913-649-7830
Northwood University	800-457-7878

EDUCATIONAL OPPORTUNITIES

Annual Convention & Exposition:

The largest convention and trade show devoted to the used motor vehicle industry provides informative educational sessions that allow participants to stay current as effective and successful members of the business community.

Certified Master Dealer® Program (CMD®):

Dealers, who have demonstrated their commitment and support the principles and ethical business standards of the CMD® designation, complete a four day seminar that addresses Business Management, Merchandizing, Financial Management, Human Resources, and Business Planning. Northwood University provides the instructor and awards 4 Continuing Education Units for this course.

Dealer Education:

Special seminars, live broadcasts and videos via NIADA.TV's Education Channel and annual convention sessions are available, free, to all members. Assistance to find additional resources based on individual need is available through the NIADA Education Office.

NIADA Scholarship Awards - Scholarships to pursue postsecondary education are awarded annually. Four regional winners and one national recipient will be announced at the Annual Convention each year.

AWARDS

National Quality Dealer of the Year Award - The NIADA National Quality Dealer Award is given annually to one Member Dealer for outstanding service to the industry and his/her community.

NIADA Eagle Award - The NIADA Eagle Award is given annually to top qualifying membership recruiters who recruit a minimum of '20' new members in one year.

NIADA Crystal Eagle Award - The NIADA Crystal Eagle Award is given to top qualifying membership recruiters who recruit a minimum of '100' new members over a two year period.

National Ring of Honor Award - The "Ring of Honor" award is given annually to an allied industry executive who, through outstanding performance and leadership, has contributed to the professionalism and growth of the automobile industry.

Association Executive of the Year Award - The Association Executive of the Year Award is given by the Association Executives Council to an executive in recognition of outstanding services to his/her association.

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