



# Dealer Membership Application

## Florida Independent Automobile Dealers Association

1840 Fiddler Court Tallahassee, FL 32308

Phone: (800) 237-0448 (850) 385-2712 Fax: (850) 385-3251 [www.fiada.com](http://www.fiada.com)

**Applicant Information** Please select the type of membership:  New Membership  Renewal Membership  Rejoin Membership

Company Name: \_\_\_\_\_  Sole Proprietorship  Partnership  LLC  Corporation

Dealer License Number: \_\_\_\_\_ Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Store Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Mailing Address (if different than above): \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Secondary Phone # or Cell #: \_\_\_\_\_

County: \_\_\_\_\_ Email Address: \_\_\_\_\_ Web Site: \_\_\_\_\_

### Dealership Information

- How many years have you been in business? \_\_\_\_\_ Or If you are not yet licensed, please check the following box  Not Yet Licensed
- How many lots do you (will you) own and operate? \_\_\_\_\_
- How many full-time persons do you (do you plan to) employ? \_\_\_\_\_
- How many part-time persons do you (do you plan to) employ? \_\_\_\_\_
- How do your (will your) customers obtain financing?  your buy here/pay here  finance company  banks  credit unions  other \_\_\_\_\_
- How old are the majority of the vehicles you sell (you will sell)?  1-2 years old  3-5  6-9  10+
- What price range do your (will your) vehicles sell for at retail?  0-5,000  5,001-10,000  10,001-15,000  15,001-20,000  20,000+
- What is your (anticipated) avg. inventory (# of vehicles) per store?  1-10  11-20  21-30  31-50  51-75  76-100  101-200  201+

### FCC Communications Consent (FCC)

I understand that by providing my mailing address, e-mail address, telephone number and fax number, I consent to receive valuable and timely communications via mail, parcel, e-mail, telephone and/or fax from or on behalf of the Florida Independent Automobile Dealers Association (FIADA). This consent shall remain in effect until FIADA receives a written revocation signed by an authorized representative.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

### Code of Ethics Agreement

This signature certifies that I am eligible for membership in FIADA, and that this application, if accepted, binds me to uphold the Bylaws of the FIADA, its Code of Ethics, and all local, state, and federal laws pertaining to the motor vehicle industry.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

#### Method of Payment

Please select your preferred method of payment.

- Check (Made Payable to FIADA)
- Credit Card

#### Membership Dues

- \$300 Annual Membership Fee
- \$325 Annual Membership Fee + PAC Contribution\*\*

\*\*Do your part in supporting the legislators who have helped our industry. Contribute \$25 to the FIADA Political Action Committee. Contributions are voluntary and are not tax deductible.

#### Credit Card Information

VISA  MC  AMEX  DISCOVER

Credit Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount: \_\_\_\_\_

As an additional service to you, your annual membership will automatically renew each year on your renewal date by charging the same credit card used in this membership transaction. Unless this box is checked, you agree to the annual charge to your credit card for your membership.



# FIADA Book of Savings - \$7,000 Value

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### **-Auction Discounts-**

*Your Auction, Inc.* - \$100 off buy fees\*  
*Tallahassee Auto Auction* - \$300 off buy/sell fees\*  
*Charleston Auto Auction* - \$300 off buy/sell fees\*  
*Carmax Auctions* - One Free buy fee of up to \$50  
*Dealers Auto Auction* - \$75 off one buy or sell fee  
*Manheim Central Florida* - FREE hotel reimbursement up to \$75 with the min purchase of 3 units (one per month)  
*Manheim Imperial Florida* - FREE hotel reimbursement up to \$75 with the min purchase of 5 units (one per month)  
*Manheim Lakeland Florida* - FREE hotel reimbursement up to \$75 with the min purchase of 5 units (one per month)  
*Manheim Tampa* - FREE hotel reimbursement up to \$75 with the min purchase of 5 units (one per month)  
*Manheim St. Pete* - FREE hotel reimbursement up to \$75 with the min purchase of 5 units (one per month)  
*Manheim Fort Lauderdale* - 1<sup>st</sup> time buyers and sellers receive \$100 off one buy or sell fee\*  
*Manheim Auctions* - \$100 towards one buy or sell fee (new members only)  
*CADE/SADE* - \$100 off buy/sell fees\*

### **-Advertising Discounts-**

*Auto Shopper* - 3 Free Classified Photo Ads\*  
*Auto Shopper* - Receive a second zone in addition to your local edition at no additional cost\*  
*Autotrader.com* - Receive \$500 off first month's bill\*

### **-Promotional Products-**

*Gallagher Promotional Products* - \$25 off any promotional product

### **-Office Supplies-**

*Office Depot* - up to 5% off your office supplies

### **-Websites-**

*Wayne Reaves* - One month of Free support for new customers - \$149 value\*  
*AutoXloo* - full website \$99 per month (\$50 savings)\*  
*AutoXloo* - Save \$699 on setup fee for optimized website  
*Florida Dealer Consultants* - Free setup fee - \$250 value

### **-Dealer Supplies-**

*Southeast Dealer Supplies* -  
Save 10% off all orders over \$100  
*Car Dealer Depot* - FIADA Members save 10%

### **-Parts-**

*Butler Auto Recycling* - 10% off any body part, 10% off any mechanical part, FREE shipping w/min purchase, FREE warranty upgrade\*

### **-Legal-**

*Counselorlibrary.com* - Savings on Carlaw and Spot Delivery publications\*

### **-Locksmiths-**

*High Tech Locksmiths* - Buy 3 keys or remotes and get the 4<sup>th</sup> FREE\*

\*Terms and conditions apply, please see coupon for more details

### **-Tax/Accounting Services-**

*Martinez, Olson, & Associates* - FREE 1-hour tax consultation - \$200 Value  
*Tax Refund Services, Inc.* - Receive \$50 in FREE marketing materials\*

### **-Shipping-**

*Fedex Shipping* - Save up to 27% on shipping with Fedex

### **-Software-**

*Auto-Mentor* - Try for Free - \$250 value  
*Xpress Credit* - One Free month of F&I menu selling system - \$99 value  
*Advanced Business Computers of America* - 20% off purchase price  
*Florida Dealer Consultants* - 2 months of Free service  
*AutoXloo* - FREE data feeds template with purchase of website\*  
*Wayne Reaves* - One month of Free support for new customers - \$125 value  
*Autoshopper.com* - Free 1<sup>st</sup> month - daily feeds tool\*  
*Florida Dealer Consultants* - 2 months Free - inventory feeds tool\*

### **-Payments/Collections-**

*Leedom & Associates* - FREE Sign up fee (\$395 value) for ACH Collector system\*  
*Howland International, Inc.* - 50% off payment book software  
*Howland International, Inc.* - One FREE payment book

### **-Finance Companies-**

*Finco* - Keep all interest collected on your first 2 deals\*

### **-Credit Reports-**

*Microbilt* - \$75 off set up fees on credit reports

### **-Electronic Temp Tag Services-**

*Auto Data Direct* - \$25 off new account activation  
*CVR* - Free EVR Set up Fee (\$500 value)  
*Florida ETR* - Sign up and receive 25 Free tags\*

### **-Service Contracts-**

*Royal Administration Services, Inc.* - \$25 off each contract 12 months or greater\*

### **-Training-**

*Florida Auto Dealer School* - \$100 off private classes at your location\*

### **-Twenty Groups-**

*CarBiz USA, Inc.* - Free month of BHPH Performance Groups  
*Leedom & Associates* - Free first month Twenty Groups - \$300 value

### **-Vehicle Buying Service-**

*Automall Network* - 48 hours exclusive advance notice in your area - vehicle buying service

\*Terms and conditions apply, please see coupon for more details



# FIADA Membership Benefits

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### Online Resources at [www.fiada.com](http://www.fiada.com)

- FIADA DTS Manual
- Repossession Manual
- FTC Safeguards Rule Policies
- Red Flags Rule Guidelines
- Sales Tax Manual
- Dealer FAQs
- FIADA Online Membership Directory
- Educational Videos on red flags rule, F&I, marketing, and more



### Publications

- Monthly subscription to *Independent Dealer*, a publication of the FIADA
- Subscription to *Auto Auction Shopper & Used Car News*
- Access to online publications including the sales tax manual, repossession manual, FTC safeguards policies, and the dealer training school manual.



### Legal, Legislative & Regulatory Benefits

- Full-time Lobbyists in Tallahassee
- Representation in Washington, D.C.
- Legislative updates and alerts
- Legal, insurance & bond referrals
- Nationwide skip tracing
- PAC (Political Action Committee)



### Discounts on Education, Forms, and Convention

- Discounted FIADA Education Programs Including Continuing Education and Title and Registration seminars
- Discounted Convention Registration
- FIADA dealer forms up to 33% off



### Networking Opportunities

- Quarterly Board Meetings
- Annual Convention & Expo
- *The FIADA encourages members to get involved in any of FIADA's committees: Membership, Legislative, & Member Benefit. If you would like to learn more about one of these committees, please contact the FIADA at (800) 237-0448.*



### Technical Assistance

Our consultants are former DMV officials and are here to assist you with all of your compliance, regulatory and legislative questions. Members are encouraged to contact the FIADA with any questions concerning laws, rules, and regulatory policies by using our toll-free number or sending us an email.



### FIADA Book of Savings

- Over \$7,000 in coupons on industry products
- Discounts on auction buy/sell fees, advertising, software, promotional products, and many more
- Members Save 5% with Office Depot
- Up to 27% Savings with Fedex Shipping



### NIADA Membership & Benefits

- Certified Master Dealer Program
- Scholarship Program
- NIADA TV programming: operations, sales, legal/regulatory, compliance, F & I
- NIADA Retirement Program
- NIADA skip tracing program



### NIADA Discounts

- Save 10% off T-Mobile Phone Service
- Discount on Car Rental & Hotels
- Special Pricing on Experian Vehicle History Reports
- Prescription drug discount
- Special Pricing on the NADA Guide Book



### NIADA Publications

- Monthly Subscription to NIADA's magazine, *Used Car Dealer*
- Yearly National Market Report
- Dealership Guides: *Dealer's Guide to the Used Car Rule*, *Audit Technique Guide*, and many more (available online)



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### FIADA Code of Ethics

1. Members have a general duty of integrity, honor and fair dealings toward the general public.
2. Members shall comply with all city, county, state and federal laws and shall endeavor to keep themselves informed of those laws governing their business.
3. A member shall not intentionally injure the business reputation of another member or competitor.
4. Members shall employ truth and accuracy in advertising and selling.
5. A member shall stand by any guarantee given with the sale of a motor vehicle.
6. A member shall not perform any act which would bring disrepute to the motor vehicle industry.
7. Members shall expose or halt, where found, any scheme designed to deceive or defraud the automobile buying public and aid in prosecuting those guilty of such acts.
8. Members shall consistently strive to improve business methods to the end that the public will be better served.
9. Members shall encourage the American system of free enterprise.

### **\*Notice\***

We understand that the most important thing on any dealer's mind is to make that next sale. Due to the ever-changing federal, state, and local laws, it's nearly impossible for a dealer to stay completely up to date. That's why FIADA keeps informed of regulatory/law changes so members can concentrate on increasing their bottom line.

Members get immediate answers to sometimes complex and sensitive questions and issues. FIADA deals with legal issues daily. While we are not your attorney and do not provide legal advice, we are informed and provide valuable information.

FIADA is your lifeline to the automotive industry!

**Your One Stop Solution  
The Florida Independent Automobile Dealers  
Association**

**1-800-237-0448**

**WE HAVE BEEN HELPING INDEPENDENT DEALERS SINCE 1940.**