



TNIADA TODAY

HELPING TN INDEPENDENT
AUTO DEALERS THRIVE



join,
connect
& save.



TNIADA Members: Make plans to join us next year!

Dealers spent time together at the NIADA Policy Conference meeting with lawmakers on Capitol Hill, discussing the Federal Trade Commission's Vehicle Shopping Rule, Right to Repair and Legislation to curb Catalytic Converter theft. Dealers held more than 100 meetings with members of the Senate and House of Representatives. (continued, pg.3)

FALL 2023

Newsletter

Highlights

"RACE TO 300" Membership
Kickoff begins in October-
THANK YOU for your support!

UPCOMING EVENTS:

- Oct. 3 - FREE New/Active Dealer Training with State of TN & TN-Motor Vehicle Commission at DAA M'Boro from 12:00-4:00
- Oct. 4 - Q3 Middle TN Town Hall & BIZ Match Making at DAA M'Boro on sale day, enjoy lunch
- Nov. 13-15 - BHPH Dealers Forum in Indianapolis by NIADA Register at [NIADA.com](https://niada.com)

SUMMER TNIADA WINS:

- 9 TNIADA Members attended Policy Conference, NIADA lobbied 4 bills to protect dealers & consumers
- EAST TN Regional Meeting in Aug. at Johnson City, Jeremy Beck, NIADA's Dealer Dev. VP was guest speaker
- 2023 TN Quality Dealer of Year Eric Gibby of Gibby's Auto Pros awarded in July
- 12 TNIADA members attend NIADA Convention, Wynn Las Vegas in June
- 2022 TN Quality Dealer, Scott Cass, named National Quality Dealer Finalist at convention

<https://niada.com/join/>

RENEW/JOIN TNIADA

TNIADA.COM

Karen Brown

Executive Director

931-265-6143

Karenbrown@tniada.com

TNIADA PROVIDES FREE NEW/ACTIVE DEALER EDUCATION

NEW & ACTIVE DEALERS EDUCATION SESSION



Training is Tuesday
"Preview Day"
DAA M'boro, TN
1815 OLD FORT PKWY

October 3
12-4 pm
Central
-FREE-

Stay for Sale Wednesday +
Q3 Town Hall & Business
Match-Making w/ Chick fil A
*In-Op Sale begins 12:30

RSVP TODAY!
Join TNIADA Today

OCTOBER 3, 2023
Noon-4 PM
& Preview Inventory
lunch Provided

TENNESSEE INDEPENDENT AUTO DEALERS ASSOC.

FOR ANY NEW & EXISTING DEALERS
SEEKING ADVANCED EDUCATION

- TN MOTOR VEHICLE COMMISSION
- TN DEPT OF REVENUE/VEHICLE SERVICES
- WAYNE REAVES DEALER MANAGEMENT
- DEALERS AUTO AUCTION, MURFREESBORO
- ALL AMERICAN BONDS & INSURANCE
- CITY AUTO FINANCE FLOORPLAN
- BUY HERE PAY HERE, LENDER INFO & MORE

BEST PRACTICES/TOPICS COVERED:

Paperwork for buying/selling, FTC Used Car Rule, Privacy, Safety Recalls, Service Contracts vs Warranties, Unfair Deceptive Acts & Practices, Required Written Policies, Red Flag Odometer Laws, OFAC SDN LIST, 8300 Compliance IRS form and more

Consumer Financial Protection Safeguards Rules & Compliance Requirements

Understanding Surety bonds & evaluating insurance

Review on the NAAA Guidelines, PSI & Arbitration overview and Title expectations by DAA M'boro

Filing paperwork correctly with State of TN and highlighting common errors that can delay title work, annual sales report, dealer renewals

Floorplan education & lending recommendations for success; Making sense of your digital advertising & social media

DAA
DEALER'S AUTO AUCTION



TN Tennessee
State Government

Wayne Reaves
Auto Dealer Solutions



NIADA **CITY AUTO
FINANCE**

HELPING INDEPENDENTS THRIVE

RSVP FOR EDUCATION DAY ON TUESDAY &
ATTEND AUCTION ON WEDNESDAY

FOR HOTEL ACCOMMODATIONS:
AFFORDABLE HOTEL RATES
DOUBLETREE BY HILTON

CONTACT DDA M'BORO GM,
MATT BURCH FOR DEALER RATE



RSVP: Karen Brown: 931-265-6143
DAA Murfreesboro: 615-217-2848



Karenbrown@tniada.com
www.tniada.com

**WE OFFER NEW DEALER EDUCATION
EVERY 6 MONTHS ACROSS THE STATE OF TN**

OCT 1, 2023

ERIC GIBBY OF GIBBY'S AUTO PROS TENNESSEE'S QUALITY DEALER OF THE YEAR

Pictured with TNIADA Board Member, John Somich;
GM DAA East TN, Gary Montgomery and TNIADA
Board Member, Jon Davachi



TNIADA'S "NORTONS" PARTICIPATE IN NATIONAL LEADERSHIP & POLICY MAKING

- **NIADA** is asking Congress to stop the proposed Vehicle Shopping Rule, which would add costs, more paperwork extending the sales process and creating more burdens on the consumer.
- NIADA and dealers are pushing for lawmakers to support the "Preventing Auto Recycling Theft Act," which would assist law enforcement in their efforts to curb theft by stamping catalytic converters with a VIN Number, and creating a more transparent market that deters its theft.
- The association also is urging Congress to move forward with the REPAIR Act, allowing vehicle owners and their designee access to diagnostics, repair, calibration and service for their vehicles to allow work to be completed by more repair providers, thereby reducing consumers' costs.



CONGRATULATIONS:

- TN-UCD's Political Action Committee, Stan Norton named NIADA's 2023-24 PAC Committee Chairman
- NIADA REGION 2 raised the most money at NIADA's PAC fundraiser. Regions 2 includes Alabama, Carolinas, Florida, Georgia, Kentucky and TENNESSEE
- TNIADA's Board President David Norton named Chairman-Elect NIADA's Presidents' Council for 2023-24

A Message from the STAN NORTON on ANDY ZAY for Congress

The NIADA PAC Cup was captured by Region II Tuesday night of the Policy Conference, as the dealers in the region raised \$43,350. All four regions combined to add \$100,950 to the NIADA PAC's fund during the highly spirited dinner.

The NIADA PAC supports candidates who understand issues facing independent automobile dealers throughout the country. "Our voice keeps the association going," said Stan Norton, the Chairman of the NIADA PAC Committee.

Dealers also heard from State Senator Andy Zay, who is running for Indiana's District 3 Congressional seat. Zay is a former President of the Indiana Independent Automobile Dealers Association and longtime dealership owner. He is in a crowded race for the seat in Congress. He asked dealers to help him raise funds in his bid for election. Zay would be a voice and more importantly a "vote" for all independent dealers.

<https://secure.anedot.com/zay-for-congress/iada>

TN INDEPENDENT AUTO DEALERS ASSOC PRESENTS

Q3 MIDDLE TN TOWNHALL
& BUSINESSES MATCH MAKING
DAA MURFREESBORO

**SALE DAY
OCTOBER 4**

HELPING DEALERS THRIVE



Wayne Reaves
Auto Dealer Solutions

Citizens
Savings & Loan



join,
connect
& save.

NIADA



TNIADA.COM

TNIADA Board Members invite you to JOIN
Karen Brown, Executive Director
931-265-6143
karenbrown@tniada.com



Come Early
Sale Starts at 12:30 pm
1815 Old Fort Pkwy
Murfreesboro, TN

SEPT 25, 2023



DAA MEMPHIS LANE 4 OFFERS \$50 EVERY
BUY/SELL FEE FOR TNIADA MEMBERS ONLY



CONGRATULATIONS SCOTT & AMY CASS:
EAST TN AUTO OUTLET
NATIONAL QUALITY DEALER OF THE YEAR
FINALIST AT NIADA CONVENTION



SAVE-THE-DATE 2024 NIADA Convention
June 16-19 Wynn, Las Vegas



TNIADA RACE TO 300 MEMBERS

- SAVING Dealer Members over \$40,000 in auction rebates in 2023
- Strengthening the network of vendors and partners in Tennessee
- Mentoring, Education & Associate Savings
- NIADA Membership part of your state membership, national events + 20 Groups
- TN Vendor Directory is now on TNIADA APP
- GOAL: We're working on a TN Independents Convention for 2024

NIADA

BHPH Dealer Forum 2023

November 13, 2023 - November 15, 2023

niada.com

JW Marriott Indianapolis

Discounted hotel room rates

\$219/night + tax until Friday, October

13th or when the block is sold out

(whichever occurs first).

The premier event for BHPH dealers, the Dealer Forum features hands-on education geared toward owners, general managers, sales managers, finance managers, service managers and collections managers.

Experienced dealers will lead roundtable discussions with peers on lead generation, sales and inventory; reconditioning; collections; and access to capital.

The hands-on breakout sessions will feature the NIADA 20 Group moderators and industry leaders.

Dealers will also gain insight from some of the industry's biggest and top dealers during a panel discussion on the state of the used vehicle market.

Join the Collective



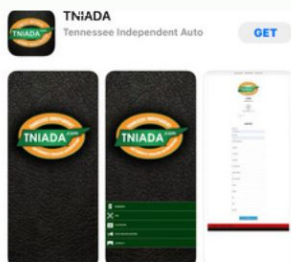
TN Independent Auto Dealers Assoc.

45 + AUCTIONS extend credits off Buy/Sell fees, MONTHLY

Support your Industry
Education-Cost-Savings- Network

Not a Member YET? Join today:
Call 931-265-6143 or TNIADA.com

Only \$395 for 12 mo. Membership



"NEW"
FREE & EASY
APP
download/register



NIADA

- ✓ Access to 20 GROUPS
- ✓ National Benefits Program
- ✓ Visit: niada.savings4members.com
- ✓ Your TN Membership includes the NIADA Membership

Congratulations
ERIC GIBBY
GIBBY'S AUTO PROS
2023 TN QUALITY AWARD

NEW DEALER/ACTIVE DEALER TRAINING
with STATE OF TN & TN MOTOR VEHICLE
COMMISSION on TUESDAY OCT 3rd
+
Q3 Town Hall and Business
Match Making at DAA Murfreesboro
on Wednesday, Oct 4th

join, connect & save.

TN Auction Savings Program:

GET \$50 discount off

Buy or Sell fee,
EVERY AUCTION, EACH MONTH
at over 45+ auctions

Abingdon Auto Auction - Virginia
ACV - \$350 off first time/TNIADA members
Adesa - Nashville
Adesa - Birmingham
Adesa - Knoxville
Adesa - Memphis
Adesa - Orlando
Adesa - Shreveport
America's Auto Auction - Birmingham
America's Auto Auction - Atlanta
America's Auto Auction Inc. - Pensacola
Anaheim Auto Auction
Auto Auction Inc
BAMA Auto Auction
*Carolina Auto Auction - \$100 off quarterly
Central Arkansas Auto Auction
Charleston Auto Auction
Clarksville Auto Auction
DAA - Atlanta
DAA - Chattanooga
DAA - Columbia South Carolina
DAA - East TN
DAA - Huntsville
DAA - Jackson Mississippi
DAA - Little Rock
DAA - Memphis
DAA - Mobile
DAA - Murfreesboro
*Dixie Auto Auction- \$100 off
Hammer-Time Auto Auction Johnson City \$25
*Jackson Madison Co. AA \$25 off
*Louisiana's 1st Choice Auto Auction- \$100 off
Manheim Atlanta
Manheim GA
Manheim Mississippi
Manheim Nashville
Manheim New Orleans
Manheim Pensacola
Manheim Rome
Memphis Auto Auction
*Mid-South Auction - \$75 off
Music City Auto Auction
Shoals-North Alabama Auto Auction

TNIADA Director: Karen Brown
931-265-6143 or Karenbrown@tniada.com