



January 11, 2018

Dear Valued Dealer,

Greetings from Music City, TN. It's an exciting time in our state, especially in our capitol city of Nashville.

Later this month, we will inaugurate a new governor Bill Lee. Bill Lee ran a great grassroots campaign. He worked hard to unite the State of Tennessee and win the election. I believe with his downhome values and roots, he will help push our state forward.

Ironically, TNIADA is also running a grassroots campaign. We want every independent dealer in Tennessee to know us, and that we stand for honesty, integrity, and ethical business. It is a time of renaissance for Tennessee independent dealers and the TNIADA is leading the charge. The TNIADA has 4 more board members as of November of this year and we have hired an energetic new Executive Director, Carlye White. We want TNIADA to reach new heights. All board members volunteer their time and energy in effort to help an industry that has been good to them. Our goal is to help not only educate dealers, but assist them with issues that may arise. TNIADA is a non-profit organization! We need your help with not only membership, but also participation. We will have quarterly town hall meetings and an annual convention this year. With these events we will educate TNIADA members about new legislation, products and industry changes. We need professional, upstanding dealers to help us push agendas and create new ones. The auto industry is as hostile and competitive as it has ever been. To survive, you can't afford mistakes. The consumer is more educated, the compliance is tougher, and overhead is higher. We must work together to help our industry improve. If you are currently a member, we want to thank you for your continued support. If you are not a member but would like to become one, please go to [TNIADA.com](http://TNIADA.com) and click the join now button. All memberships include your annual fee for NIADA as well. This allows you to receive the national newsletter, emails and conference updates.

If you would like to be more than a member and want to help with our community support, please reach out to us at [executivedirector@tniada.com](mailto:executivedirector@tniada.com). We appreciate everyone's participation in making our industry a better place for dealers, consumers and vendors.

We invite you join us during these exciting times.

Sincerely,

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