



# Dealer Membership Application

Sponsor: \_\_\_\_\_

## 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

### 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, text 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

- \$325 Annual Membership Fee
- \$350 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 -\$6,000 Value

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### **-Auction Discounts-**

*ADESA Tampa* - \$100 off Sell Fee

*ADESA Sarasota* - \$100 back transportation fees

*BSC America TLH Auto Auction* - \$100 off buy/sell fees

*Charleston Auto Auction* - 1<sup>st</sup> time buyers and sellers receive \$100 off one buy or sell fee\*

*Dealers Auto Auction* - \$75 off one buy or sell fee\*

*Manheim Central Florida* - \$100 off Buy/Sell Fee\*

*Manheim Daytona Beach* - \$100 off Buy/Sell Fee\*

*Manheim Ft. Lauderdale* - \$100 off Buy/Sell Fee\*

*Manheim Fort Myers* - \$100 off Buy/Sell Fee\*

*Manheim Jacksonville* - \$100 off Buy/Sell Fee\*

*Manheim Lakeland* - \$100 off Buy/Sell Fee\*

*Manheim Orlando* - \$100 off Buy/Sell Fee\*

*Manheim Palm Beach* - \$100 off Buy/Sell Fee\*

*Manheim Pensacola* - \$100 off Buy/Sell fees\*

*Manheim St. Pete* - \$100 off Buy/Sell Fee\*

*Manheim Tampa* - \$100 off Buy/Sell Fee\*

*Orlando Auto Auction* - 1 Free Buy/Sell Fee\* (approx. \$190 discount)

*Southeastern Auto Auction* - \$100 off Buy/Sell Fee

### **-Advertising Discounts-**

*AutoShopper.com* - FREE posting tools for 30 days\*

*AutoShopper.com* - Receive a second zone in addition to your local edition at no additional cost\*

*Autotrader.com* - Receive \$150 off first month's bill\*

*Carsforsale.com* - reduced pricing 3 months for \$99\*

### **-Car Rental Program-**

*Williams & Stazzone* - \$300 towards entry fee with 5 or more cars\*

### **-Credit Card Processing/Merchant Services-**

*Transfirst* - \$325 Savings on Payment Processing Gateway\*

*Paymaxx Pro* - \$25 Statement Credit with sign-up\*

### **-Electronic Lien & Title Services-**

*Auto Data Direct, Inc.* - FREE Account Activation \$100 Value

### **-Finance Companies-**

*AutoUse* - \$200 Retail Rebate\*

*AFC* - Floor one get a second free

*Floorplan Xpress* - One FREE Floorplan Fee up to \$75

*Small Dealers Assistance* - \$100 off first payment\*

### **-GPS-**

*ARA GPS Systems* - Buy one GPS device, get one FREE\*

*Ituran USA* - Buy 14 Units at regular MSRP & get one free\*

### **-Legal-**

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

### **-Payment Processing-**

*PayMaxx Pro* - \$25 statement credit when you sign up\*

### **-Service Agreements-**

*ASC Warranty* - \$90 off 12 month service agreement\*

### **-Shipping-**

UPS Shipping- Save up to 35% on shipping with UPS

### **-Software-**

*AutoManager.com* - Take 20% off your purchase of DeskManager DMS Software.

*DealerCenter* - FREE 30 day trial of DealerCenter DMS\*

*DealerSocket* - Zero dollar setup fee

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

*Martinez, Olson, & Associates* - FREE 1-hour tax consultation - \$200 Value

*Tax Refund Services, Inc.* - Receive \$50 in FREE marketing materials\*

### **-Texting Services-**

*TextBox* - 10% discount

*TextMaxx Pro* - 1000 text trial offer

### **-Training-**

*Florida Auto Dealer School* - \$100 off travel charge for private classes\*

### **-Vehicle History Reports-**

*CARFAX* - up to \$200 in savings with signup for CARFAX Advantage Dealer program\*

### **-Websites-**

*Auction123* - Waived Setup Fee for website package\*

*AutoManager.com* - Get your 30 day FREE Trial of WebManager website builder and marketing platform.

*AutoShopper.com* - Website upgrade with AutoPilot\*

*Dealer Platform* - FREE 30 day trial\*

Coupons are subject to change.

\*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
- 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, FTC safeguards policies, red flags rule guidelines 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 and Convention

- Online FIADA Continuing Education Included for you and your staff in your Member Dues
- Discounts provided for annual convention



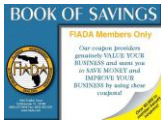
### Networking Opportunities

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



### Technical Assistance

Our technical assistance team is 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 App With Coupon Savings

- Over \$6,000 in coupons on industry products
- Discounts on auction buy/sell fees, advertising, software, promotional products, and many more
- Up to 35% Savings with UPS 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

- Discounted wireless service with Sprint
- Discount on Car Rental & Hotels
- Special Pricing on AutoZone parts
- 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.**

