# Why I Joined VIADA...

*"I joined VIADA for many reasons. The networking opportunities with dealers on local, state, and national levels are a valuable resource to us on a daily basis. The educational opportunities on these levels are many and much needed especially in today's ever changing regulatory atmosphere. I strongly believe that there is strength in numbers and belonging to a vibrant politically active association is very advantageous to all dealers.*

*The numerous programs for saving on parts as well as everyday dealership supplies are also a great benefit. The extra profit centers from VIADA and their approved vendors are also very useful. The hotline at the home office is a wonderful resource that I have used in the past with a great outcome.*

*I look forward to many more years of membership in VIADA & NIADA."*

**Robert Fisher**
**President of Northside Auto Sales**
**VIADA State President 2016-2017**
**State Quality Dealer 2014**

*"I joined VIADA within days of obtaining my dealer license. My primary reason for joining VIADA was for the auto industry information, education, and resources. As a new dealer, I had many questions. I knew that I could save a lot of time and energy by reaching out to a trade association that had already compiled the information I might need. VIADA has met my needs, and I have made life-long friends along the way. Serving VIADA has been a personal blessing and enhancement to my business and auto industry career.*

*I would encourage every independent dealer in Virginia to join VIADA."*

**L. Steven Farmer, CMD**
**President of Steve Farmer Auto Sales, Inc.**
**VIADA Past President**
**State Quality Dealer 1992 & 2013**
**Charter Member - MVDB**

# VIADA HISTORY

## WHO IS THE VIADA?

The Virginia Independent Automobile Dealers Association, Inc., known as the VIADA, is a 501(c)(6) not-for-profit association affiliated with the National Independent Automobile Dealers Association. VIADA was organized in 1960 to represent and support the interests of independent motor vehicle dealers.

***Our mission is to inform, educate, and represent independent motor vehicle dealers in all forums.***

## WHAT EXACTLY IS IT THAT THE VIADA DOES?

The VIADA provides benefits and services to our members that they are not always able to find on their own. We also provide educational opportunities for dealers and their staff through our Dealer-Operator Course, workshops and seminars. VIADA offers networking opportunities vital to the success of small businesses with quarterly Board of Directors meetings, local district (town hall format) meetings and the Annual Convention and Trade Show. Membership includes a subscription to *The Virginia Independent News*, the only magazine dedicated to Virginia's independent motor vehicle dealers, and for dealer support products and services as well as discounts.

VIADA allows a voice for independent dealers too small to represent themselves before state and federal agencies and the Virginia Legislature. One of our more important roles is to educate both regulators and legislators about the impact of proposed legislation and to promote legislation that benefits this industry and the consumer.

Whether it's making an environment for sharing ideas, or serving as a place to go for solutions to problems that arise, VIADA is the only association in Virginia whose primary purpose is the welfare and success of the independent dealer.

## WHY WAS IT ESTABLISHED?

The VIADA was established out of the need for a common ground for independent motor vehicle dealers to learn how to be successful; to protect themselves from unfair and unnecessary regulations; to exchange ideas; and to educate the public and lawmakers of the importance of the industry to the general public.

VIRGINIA INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION
VIADA
Symbol of Quality

# MEMBERSHIP APPLICATION

**STATE OFFICE**
4700 Thoroughgood Square
Virginia Beach, VA 23455
(800) 395-1960 | (757) 464-3460
Fax: (757) 460-1346
info@viada.org | www.viada.org

## MEMBERSHIP APPLICATION *(Please Print)*

Dealer's Business Name: _____
Primary Dealer/Operator: ❑Mr. ❑Ms. _____
Address: _____
City/State/Zip: _____
Email: _____
Email 2: _____

Date of Membership: _____
Phone: _____
Cell Phone: _____
Fax: _____
Dealer's License: _____
Date of Birth: _____
Web Address: _____

❑ Annual Dues (includes National, State & Local) $295.00
❑ Voluntary VIAD Political Action Committee Contribution $ 45.00

Payment: ❑ Check (payable to VIADA) ❑ Cash
❑ Visa ❑ MasterCard ❑ Discover ❑ Amex
❑ Auto Renew Annual Dues

Total: $340.00
Credit Card #: _____
Expiration Date: _____ Sec. Code: _____
Billing Street #: _____ Billing Zip Code: _____
Signature: _____

Recommended By: _____
(Current Member)

Applicants subject to approval by local district and Board of Directors.
**Mail to: VIADA, 4700 Thoroughgood Square, Virginia Beach, VA 23455-4043**
**(757) 464-3460 • (800) 394-1960 • Fax (757) 460-1346 • website: www.viada.org**
*By completing this application, I am consenting to and giving VIADA and its districts permission to contact me via mail and e-mail address(es), telephone (including text), and fax number(s) I have provided.*

# *VIADA... Large Enough to Serve, Small Enough to Care!*

## JOIN TODAY! SOME BENEFITS BEGIN IMMEDIATELY

*The "Symbol of Quality" Distinguishes You as a Successful Independent Dealer!*

Call (800) 394-1960 or Log on to www.viada.org

Symbol of Quality

## EDUCATION

- **Workshops: BHPH / Rental / Title & Registration**
- **Dealer Day**
- **The *Virginia Independent News* and *Used Car Dealer* Magazines**
- **News in Brief**
- **District Meetings / Convention & EXPO**
- **VIADA Website / Facebook.com/infoviada**
- **Certified Master Dealer (CMD) Program**

## ADVOCACY / REPRESENTATION

- **VIADA represents you AND your interests**
- **General Assembly Lobbyists**
- **Congressional Lobbyists**
- **Dealer Board Representation**
- **DMV and MVDB Representation**
- **Political Action Committee**

## EXTRA PROFIT CENTERS

- **Finance Programs/Manuals**
- **Service Contracts/Warranties**
- **Floorplans**
- **Rental Program**
- **Certified Program**

## SAVE $$$

- **Discounts on Dealership Forms**
- **Auction Card Discounts**
- **Access to Member Benefit / Associate Providers**
- **NADA Guides**
- **OFAC Reports**
- **Advance Auto Parts Discounts**
- **Membership and Services Directory**

## INSURANCE & PROTECTION

- **Dealer Bond**
- **Garage & Lot Liability**
- **Group Health / Life / Long Term Insurance**
- **Rental Fleet Insurance**
- **Privacy Policy Manual / Red Flag Rule**
- **Information to help you stay compliant with Federal & State Laws**
- **$3,000 Accidental Death and Dismemberment / Health Discount Card / Child Safety Kits**

## HELP HOTLINE & LEGAL COUNSEL

- **Member Hotline... Immediate Answers to Complex Questions**
- **Access to Legal Consultation...VIADA retains an industry-knowledgeable Attorney**
- **One-on-One Consultation Discount**