



## NATIONAL INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION

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ARLINGTON, TX 76006-5203

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WWW.NIADA.COM

March 31, 2013

Effective January 1, 2014, the Oklahoma Independent Automobile Dealers Association (OIADA) executive committee decided on your behalf – to discontinue your membership in the National Independent Automobile Dealers Association (NIADA) on 7/1/2014.

This unfortunate, behind-the-scenes vote by a few leaves you and Oklahoma's independent auto dealers divided and exposed without membership in the NIADA and by extension, without on-going updates from NIADA's regulatory and legal counsel, a representative voice at the national level and access to the myriad of member benefits in store for valued NIADA members.

The annual dues of \$295 that you paid OIADA, previously gave you the benefit of membership in both NIADA and the OIADA. But due to a 2014 OIADA budgetary shortfall, the OIADA Executive Committee voted without your input to discontinue your NIADA membership and keep the \$60 that they would have otherwise paid NIADA on your behalf for your membership. This means you would pay OIADA the same amount in 2014 for half the membership you had in years past, half the member benefits and no representative voice for Oklahoma's auto dealers at the national level.

Now more than ever Oklahoma dealers need be united and not divided; with a strong voice in Oklahoma City and Washington, DC working on your behalf. Our industry cannot afford to tarnish the tradition of our association at a time when NIADA is working to build and strengthen our industry nationally while federal agencies like the Consumer Financial Protection Bureau (CFPB), the Federal Trade Commission (FTC) and the Department of Justice (DoJ) (and others) are building momentum, seeking out non-compliant dealers and adding to the complexities of federal dealer compliance almost daily.

In just the last 12 months alone, NIADA has met and interacted repeatedly with the FTC, the CFPB, the DoJ and dozens of U.S. Congressional offices to state the position for dealers of smaller government, less oversight, less regulation, lower taxes and the advancement of market growth and free-enterprise.

Additionally, for the first time in 14 years, last November, NIADA held its National Leadership Conference and Legislative Day on the Hill in Washington, DC. This was an informative week of regulatory updates and relationship building with agency delegates from the CFPB, the FTC, DoJ, National Highway Traffic Safety Administration (NHTSA), and the National Motor Vehicle Title Information System (NMVTIS).

During this event, we also gathered 113 association leaders from our local, state and national associations for our Day on the Hill and met with 34 Congressional offices that allowed us to discuss our concerns of government's effects on our businesses. Oklahoma had neither automobile dealers represented at this event nor any state leadership of the OIADA.

For complete coverage, please visit [www.usedcardealermagazine.com](http://www.usedcardealermagazine.com) to view the January 2014 issue which profiles our National Leadership Conference and Day on the Hill activities.

Other notable and recent NIADA efforts include:

- Launching the NIADA Online Dealer Compliance Training Curriculum at [www.niadadealerc.compliance.com](http://www.niadadealerc.compliance.com);
- The NIADA Legislative Committee voting to launch the Buy-Here Pay-Here Task Force;
- A select invitation to participate with 150 national representatives during the CFPB's Auto Finance Forum;
- Engaging the FTC with comments on the Used Car Rule and proposed changes to the Federal Buyers Guide; and much more.

### **A New Day, A New Option. Not All Is Lost!**

Although you had no input or vote when the OIADA decided to terminate your NIADA membership after 7/1/2014, you still have a choice.

For the same \$60 annually that OIADA would have paid on your behalf to join NIADA, you can continue your membership and add your voice to the growing number of Oklahoma dealers **(and more than 17,000 members across the country)** who want to stand united, with one voice in Washington, D.C.

**JOIN DIRECT TODAY (or by 7/1/2014)!**

For \$60 a year you can easily contact NIADA directly and continue as a Direct Member today to insure your membership, benefits, and timely industry updates...plus your subscription to



NIADA's flagship publication, *Used Car Dealer Magazine*, and the annual NIADA Used Car Industry report will continue.

There are a lot of things you can spend \$60 on, but don't miss this opportunity to keep your NIADA membership active and current! For more information or to keep your NIADA Direct Membership, call 1.800.682.3837 or visit [www.niada.com/OklahomaDirect.php](http://www.niada.com/OklahomaDirect.php).

To join NIADA directly:

Call: 1.800.682.3837

Click: [www.niada.com/OklahomaDirect.php](http://www.niada.com/OklahomaDirect.php)

Fax: The attached NIADA Direct Membership form to: 817.649.5866 (fax)

Mail: The attached NIADA Direct Membership form to:

NIADA Headquarters  
2521 Brown Blvd  
Arlington, TX 76006  
Attn: Oklahoma Direct Membership Team

Additional information about NIADA and our suite of Member Benefits is available at [niada.com](http://niada.com) or you can see our enclosed Member Services Guide for a complete offering of benefits and industry service providers.

Since 1946, NIADA has made great strides on behalf of our valued independent automobile dealer members, but we cannot stop now! We must continue to grow our voice and advance our shared goals of free-enterprise, lower taxes, less government and fair profits.

At your service,

A handwritten signature in black ink, appearing to read "Steve Jordan".

Steve Jordan  
Executive Vice President  
NIADA

P.S. NIADA will be forming an Exploratory Committee of Oklahoma's automobile dealers to consider the formation of a Board of Directors for a NIADA Oklahoma Association that will be a new, more representative voice for Oklahoma's auto industry. This important organizational step will allow NIADA and Oklahoma dealers to continue our combined efforts to advance and protect the best interests of independent automobile dealers in both Washington, D.C. and Oklahoma City.



# Oklahoma Direct Membership Application

\$60 annual dues

Contact Name (First) \_\_\_\_\_ (Last) \_\_\_\_\_

Name of Business \_\_\_\_\_

Business Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business Physical Address (if different from mailing address) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business Phone Number \_\_\_\_\_ Cell Phone Number \_\_\_\_\_

Business Email Address \_\_\_\_\_

Business Website Address \_\_\_\_\_

Are you a Buy-Here Pay-Here Dealer?  Yes  No

Method of Payment:  Check  Visa  MasterCard  American Express  Discover

Credit Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

***Please complete and return to NIADA | Questions? Please call 800-682-3837***

**Fax:** 817-649-5866 | **Mail:** 2921 Brown Blvd., Arlington, TX 76006

**Online:** [www.niada.com/oklahomadirect.php](http://www.niada.com/oklahomadirect.php)

By completing this form, you are consenting to and giving NIADA, its affiliates and subsidiaries, permission to contact you and provide information to you at the telephone number, mailing, and email address provided.