

Oklahoma Independent Automobile Dealers Association

DEALERS' RESOURCE

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Newly Licensed Dealers

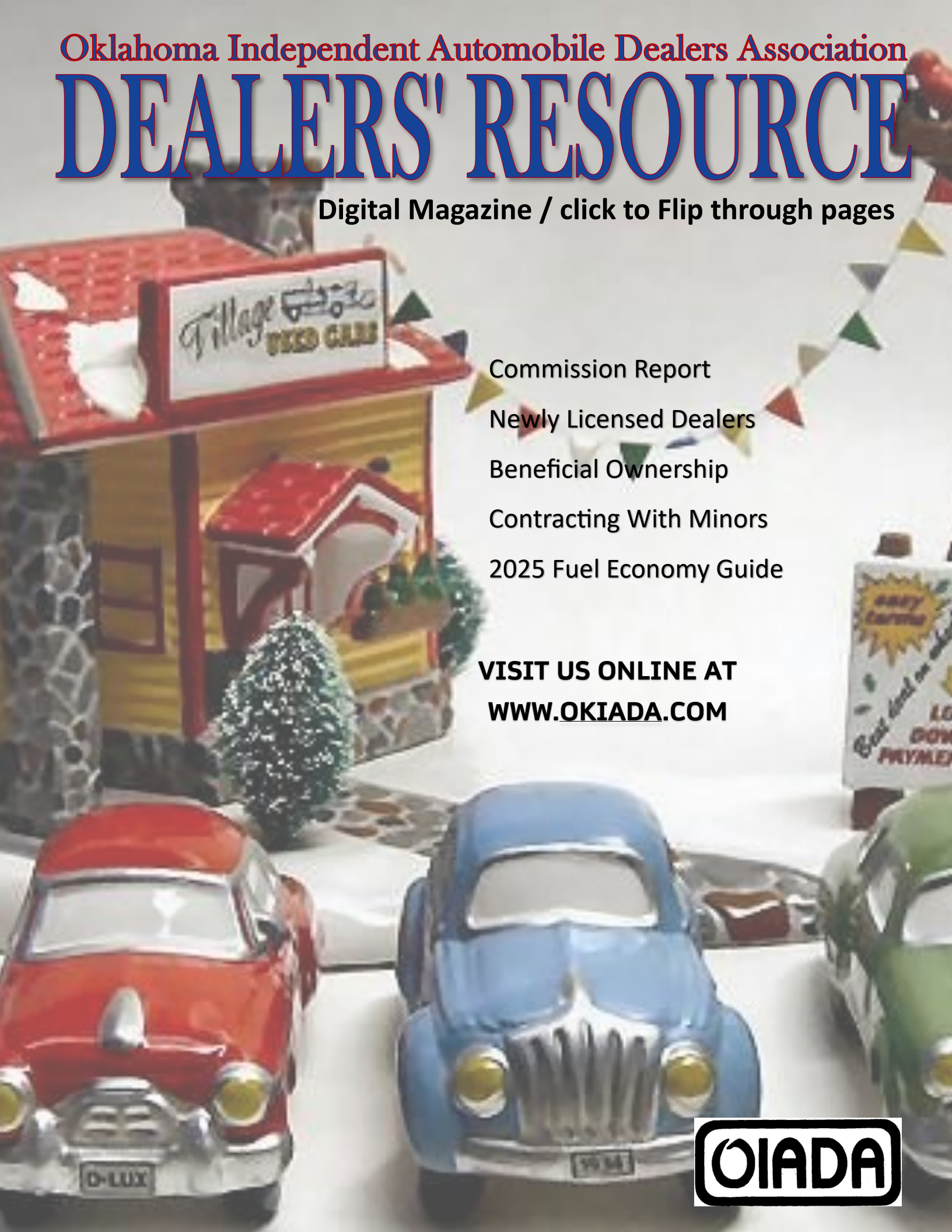
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Director's Message



Happy New Year ! 2025 Deadline for Filing of Bills and Joint Resolutions is Thursday, January 16, no later than 4pm. This Association is dedicated to those people and companies who put their best foot forward and represent themselves and the automotive industry.

Please be sure we have a current email address for your business on file.

OIADA offers over \$2000 in discounts and incentives for yearly membership again in 2025!

We appreciate all of our preferred providers and participants for their continued supports in the Oklahoma Independent Auto Dealers Association.

As always :Your voice and support as dealers and industry leaders is principal to your success. I urge you to commit to getting involved and reaching out to your representatives and legislative leaders in matters that directly effect you as Oklahoma dealers and joining your auto dealer associations. Your association will keep you informed of any principal legislation that may effect your industry.

You can find and contact your legislator at

<http://www.oklegislature.gov/findmylegislation.aspx>

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COMMISSION REPORT :



UMVD&MHC Commission Report

4TH QUARTER 2024

FOR THE 4TH QUARTER OF 2024 THE COMMISSION REPORTED ISSUING 17 CEASE AND DESIST LETTERS. A TOTAL OF 61 INSPECTIONS COMPLETED, 56 IN ATTENDANCE FOR THE EDUCATION PROGRAM, 4 AUDITS ,AND 1 INFORMAL HEARING HELD.

758 COMPLAINTS WERE HANDLED IN 2024 TO COMPLETE THE YEAR.

IN EACH COMMISSION MEETING EXECUTIVE DIRECTOR BRIAN WILSON DISCUSSED LEGISLATION UPDATES, INVESTIGATORS WORK IN PROGRESS, THE EDUCATION PROGRAM AND ATTENDANCE, COMPLAINTS HANDLED, INSPECTIONS DONE, AND MISCELLANEOUS COMMENTS. APPLICATIONS FOR USED MOTOR VEHICLE DEALERS, SALESPERSONS, WHOLESALE DEALERS, REBUILDERS, MANUFACTURED HOME DEALERS, ETC ., WERE PRESENTED TO THE COMMISSION WITH MOTIONS TO APPROVE WHEN COMPLIANCE IS MET. EACH MONTHLY MEETING PRESENTED DISCUSSION AND POSSIBLE ACTION ON EXPENDITURE STATEMENTS AND OFFERED ANY NEW BUSINESS AND VISITORS COMMENTS.

UMVD&MHC COMMISSION MEETINGS ARE HELD THE SECOND TUESDAY OF EACH MONTH. THE MEETING AGENDA CAN BE FOUND ON THE UMVD&MHC WEBSITE BEFORE EACH SCHEDULED MEETING.

COMMISSIONERS:

JIM DAVIS

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See UMVD&MHC website for Closed Complaint Report and or additional information.

<https://oklahoma.gov/oumvdmhc.html>



Newly Licensed Dealers

UMVD&MHC NEWLY LICENSED DEALERS 4TH QUARTER 2024

71 AUTOMOTIVE ,LLC	RANDY BUSH	QUINTON, OK
GIB'S USED CARS	DONALD GIBBY	ATOKA, OK
KABUL ASIA AUTO SALES	MOHAMMAD WARDAK	MOORE, OK
MILESTONE AUTO GROUP	ABDULAH MIR	TULSA, OK
ROCKY RIDGE RV OF IDABEL	MAT BLAKE	IDABEL, OK
ROCKY RIDGE RV OF MCALESTER		MCALESTER, OK
ROCKY RIDGE RV OF MUSKOGEE		MUSKOGEE, OK
TORO RIG & EQUIP SALES	SERGIO ORTEGA	HENNESSEY, OK
WAZA PARK MOTORS, LLC	ROGERS FOKUMLAH	OKLAHOMA CITY, OK
ZION AUTO SALES, LLC	JEREMY WILKINSON	TULSA, OK
AUTO-MART OF ELK CITY	JOHN EASTTOM	ELK CITY
ARYAN MOTORS, LLC	KAREN ARYAN	OKLAHOMA CITY,OK
BRYAN'S CAR CORNER iii	BARTLEY BINGHAM	GRADY, OK
FW AUTO REMARKETING	JOHN KNOX	VINTIA, OK
MOTOR VIEW	YANDY MARINO	TULSA, OK
RK AUTO SALES	SAMIA ZAMAN	OKLAHOMA CITY , OK
SOONER AUTO SALES	BILLY INHOFE	MUSKOGEE, OK
THE SWAP SHOP AUTO SALES	HUNTER DELACERDA	TULSA, OK
YOUNGS CAR & TRUCK SALES	MICHEAL YOUNG	SAPULPA, OK
YT MOTORS, LLC	YURIY TREGUBENKO	SKIATOOK, OK
BIGFOOT MOTOR SALES,	THOMAS CANNON	CENTAHOMA,OK
CM BROTHERS AUTO SALES	JOSE GARCIA	WOODWARD, OK
EBEN-EZER AUTO SALES	LEVID FRANCO	TULSA, OK
FEDUP AUTOMOTIVE	BRIAN STITES	NICOMA PARK, OK
FLYGUYS AUTO SALES	DUCLE GUTIERREZ	TULSA, OK
SKVK MOTORS, LLC #2	VALERIA DOMINGUEZ	TULSA, OK
SMITH'S PERFORMANCE	MATTHEW SMITH	AFTON, OK
SOUTHEAST AUTO SALES	TON JACKIE DAVIS	OKLAHOMA CITY, OK
SOS EMERGENCY VEH. SLS	KEITH GAMMEL	WISTER, OK

LICENSE SUSPENDED OR ABANDON UNTIL COMPLIANCE IS MET

405 AUTO CONNECTION	MUSTANG	OUT OF BUSINESS; PER OWNER
FORMAN HARLEY DAVIDSON	STILLWATER	OUT OF BUSINESS; OWNER DECEASED
G&P AUTO MALL OF MUSKOGEE	MUSKOGEE	OUT OF BUSINESS; PER OWNER
GUTHRIE AUTOMAX REPO DEPO	GUTHRIE	OUT OF BUSINESS ;PER CONTROLLER
J MENDOZA AUTO SALES	TULSA	OUT OF BUSINESS; PER INVESTIGATOR
KING KONG AUTO SALES	OKC	OUT OF BUSINESS; PER INVESTIGATOR
LEISURE NATION RV OF OKC	NEWCASTLE	OUT OF BUSINESS; PER OWNER
MG MOTOR SPORTS	TULSA	OUT OF BUSINESS; PER OWNER
MY AUTO STORE	OKC	OUT OF BUSINESS; PER OWNER
Z66 AUTO AUCTION	TULSA	CHANGE OF OWNERSHIP
AUTO DEPOT	BROKEN ARROW	OUT OF BUSINESS; PER INVESTIGAOR
BAD BOY MOTORSPORTS #2	DAVIS	OUT OF BUSINESS; PER OWNER
BLUE SKY AUTO SALES	BROKEN ARROW	OUT OF BUSINESS; PER OWNER
CAPTIAL HILL AUTO GROUP	OKC	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
CARL'S AUTO SALES	POTEAU	OUT OF BUSINESS; PER OWNER
F&D AUTO	WESTVILLE	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
FRAILEY'S AUTO SALES	CHOUTEAU	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
HIS N HERZ AUTO SALES	TULSA	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
KETCHUM AUTO	CLAREMORE	OUT OF BUSINESS; PER OWNER
MAYHEM MOTORS	MCALESTER	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
MCDOS AUTO SALES N SERVICE	TULSA	OUT OF BUSINESS; PER INVESTIGATOR
MERIT FORD OF FAIRVIEW	FAIRVIEW	OUT OF BUSINESS;PER INVESTIGAOR
OWASSO MOTORS	OWASSO	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
POE BOY AUTO SALES	CATOOSA	OUT OF BUSINESS; PER OWNER
PRYOR CONSIGNMENT AUTO SALES	PRYOR	OUT OF BUSINESS; PER INVESTIGATOR
SPORTS & MORE AUTOS	FAIRVIEW	OUT OF BUSINESS; PER INVESTIGAOR
WESTSIDE MOTOR COMPANY	MCALESTER	OUT OF BUSINESS; FAILURE TO MEET COC REQ.
AB POINT AUTOMOTIVE GROUP	TULSA	OUT OF BUSINESS; PER INVESTIGATOR
AUTOHAUS SPORTS CARS	MWC	OUT OF BUSINESS; NO VALID LOCATION
AUTOCUE, INC	MOORE	OUT OF BUSINESS; ABANDONED LOT PER INVEST.
CAR EXPORT	EDMOND	OUT OF BUISNESS; PER OWNER
JOE COOPER USED CARS & TRUCKS	MWC	OUT OF BUSIENSS; PER OWNER
JANOE'S GARAGE & USED CARS	ANTLERS	OUT OF BUSINESS; PER OWNER
FAMILY MOTORS OF TULSA	TULSA	OUT OF BUSINESS; PER OWNER
JAYCO OKC	OKC	OUT OF BUSINESS;PER OWNER
OKC MOTORS	OKC	OUT OF BUSINESS; PER OWNER
OWASSO CAR GUYS	OWASSO	OUT OF BUSINESS; PER INVESTIGATOR
T&J AUTO	YUKON	OUT OF BUSINESS; OWNER DECEASED
THUNDER AUTO SALES	OKC	OUT OF BUSINESS; PER OWNER
TNL AUTO SALES	IDABEL	OUT OF BUSINESS; PER OWNER

See UMVH&MHC website for Closed Complaint Report and or additional information.

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Beneficial ownership filing rule paused by Judge

In Texas, a federal Judge granted preliminary injunctions, putting the Corporate Transparency Act enforcement on hold just weeks before its filing deadline.

Judge Amos Mazzant of the U.S. District Court of Eastern Texas stated that in the case Texas Top Cop Shop vs. Merrick Garland, the act was “likely unconstitutional as outside of the Congress’ power,” and granted the request of an injunction to be applied nationwide. The ruling also stayed the January 1, 2025 deadline for companies to file the Beneficial Ownership Information.

Mazzant wrote that “The CTA represents Congress’s attempt to combat bad actors’ ability to cloak their criminal activities in a veil of corporate anonymity,

“The CTA regulates companies that are registered to do business under the state’s laws and requires those companies to report their ownership, including detailed, personal information about their owners, to the federal gov-

ernment on pain of severe penalties.” Going on to say “Though seemingly benign, this federal mandate marks a drastic two-fold departure from history. First, it represents a Federal attempt to monitor companies created under state law— a matter our federalist system has left almost exclusively to the several states. Second, the CTA ends a feature of corporate formations as designed by various states— anonymity, for good reason, plaintiffs fear this flanking, statute and its implications on our dual system of government. As a result, plaintiffs contend that the CTA violates the promises our Constitution makes to the People and the States. Despite attempting to reconcile the CTA with the Constitution at every turn, the government is unable to provide the court with any tenable theory that the CTA falls within Congress’s power, and even in the face of the deference the court must give Congress, the CTA appears likely unconstitutional. Accordingly, the CTA and its implementing regulations must be enjoined.”

Effective Jan. 1, 2024, the CTA requires many companies, to report information about their beneficial owners to the U.S. Department of Treasury's Financial Crimes Enforcement Network ("FinCEN"). The information was due by Jan. 1, 2025 for entities in existence as of Dec. 31, 2023, and within 90 days of formation for entities that were formed in 2024.

Required information to be reported in the initial BOI report about the reporting company includes: (a) its full legal name; (b) any trade names, "doing business as", or "trading as" names; (c) the current street address of its principal place of business if that address is in the U.S., or, for reporting companies whose principal place of business is outside the U.S., the current address from which the company conducts business in the U.S.; (d) its jurisdiction of formation or registration; and (e) its Taxpayer Identification Number.

Required information to be reported in the initial report about each beneficial owner include: (a) the individual's name; (b) date of birth; (c) residential address; and (d) an identifying number from an acceptable identification docu-

ment such as a passport or U.S. driver's license, and the name of the issuing state or jurisdiction of identification document.

The penalties for filing false beneficial ownership can be steep.

Financial Crimes Enforcement Network issued the following statement.

"In light of a recent federal court order, reporting companies are not currently required to file beneficial ownership information with FinCEN and are not subject to liability if they fail to do so while the order remains in force. However, reporting companies may continue to voluntarily submit beneficial ownership information reports,"

The Department of Justice, on behalf of the Department of the Treasury, filed a Notice of Appeal on Dec. 5, 2024.



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Contracting With Minors

By John W. Maile

We at the Commission are frequently asked by dealers how they can sell a vehicle to minor, or what to do if they have already done so. This article does not presume to be a complete discussion of all the possible situations or what might happen in any particular situation, but to provide the dealer with some general guidelines and suggestions how the sale might be made.

In Oklahoma, minors may contract in the same manner as an adult, except for certain specified prohibitions. These prohibitions include a delegation of power, a contract relating to real property, or a contract relating to any personal property not in the minor's immediate possession or control. However, even if the minor has the ability to contract for something, the minor is given the opportunity to disaffirm the contract at any time before reaching majority (age 18) or within one (1) year's time afterward. This means *the minor can back out of the contract he's made until he is nineteen years old.*

We have recently been made aware of a situation in which a dealers sold a vehicle to a minor, and the minor decided he did not want to keep the car. The dealer refused to buy the vehicle back, and the minor took the dealer to court. The court awarded the minor judgment for the purchase price against the deal-

er. The minor's attorney is now making a claim on the dealer's bond to obtain satisfaction of the judgment.

Because of situations like this, we suggest that a dealer not contract with a minor. If a minor wants to buy your vehicle, contract with his parent or guardian, transfer the title to the parent or guardian, and let them transfer the title to the minor, if they desire to do so. Another option might be to contract with both the parent and the minor, making each independently responsible for the contract. If the minor wants to disaffirm the contract, the dealer would still have a binding contract with the parent.

A more infrequent situation is the one in which the minor has the title to a vehicle in his name and wants to sell or trade in the vehicle to a dealer. Again, contract with both the minor and the parent and specify in the contract that the parent has the authority from the minor to make the sale for the minor.



If you have any questions about whether the person you are contracting with is a minor, ask to see their driver's license. If you have any questions about the identification they produce, you will have to decide whether to accept the identification or request that the person bring a parent to also execute the contract.

A final word of caution: Follow the suggested procedure whether you are dealing with a minor you have never met before or whether the minor is the child of your best friend who you have known all of your life. Be professional in all of your dealings and expect the people you contract with to conform to professional standards.

OIADA Note: this article relies on Oklahoma Used Motor Vehicle & Parts Commission guidance. It is provided for informational purposes only. It is not intended as legal advice. For its application to your situation, contact legal counsel.

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Product cycles, parts sourcing, manufacturing techniques, and the level of complexity are all radically different for specialty and high-line vehicles that for the standard American brand vehicle. Thus, that lightly dented stamped-steel door panel on your Ford might cost \$50 to repair. That same dent in the hand-formed aluminum door panel of a Lamborghini can cost more than \$1000. Knowing the difference between these two can prevent a costly mistake when purchasing a high performance vehicle.

When buying or evaluating a high performance specialty vehicle, ask questions of the expertise and knowledge of Bud Bauer. Gregory J. "Bud" Bauer of Bauer Car Connection. "At Bauer Cars, our only business is the evaluation or sales of pre-owned foreign and specialty vehicles. It is something we have been doing for over 50 years. In fact, we are one of the few in Oklahoma that are recognized by courts and insurance companies as an "expert" for evaluation purposes."

In the 1950's the first pre-owned, specialty, European and exotic car dealership was Trophy Motors at 1115 N

Broadway in Oklahoma City, founded by Mr. Charles L. Bauer. Many of Oklahoma City's first Ferraris, Cobras, Rolls Royce, and Jaguars were sold at Trophy Motors.

Bud Bauer at Bauer Car Connection assists clients with all aspects of the car buying experience. Over 40 years of experience and knowledge serving as an Oklahoma Automotive Expert. Skilled in car sales, buying consulta-

more responsibility as sales manager at Jackie Cooper for BMW and Rolls Royce vehicles. In 1983, Mr. Bauer won the BMW Product Knowledge Award. Very few in the auto industry locally can point to such an extensive history with high-end, specialty and European autos that date to the late 1970's and early 1980's.

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to settle disputes
on car values,
diminished values, &
documentation issues.**

tion, automotive mediation, appraisals, and diminished value reporting.

In 1979 he got his first full time job selling cars at Bolen Imports, and sold a car his first day on the job, a British-made 1979 MGB sports car. With growing expertise and knowledge came more responsibility. He was promoted to new car sales manager for Fiats, Alfa-Romeo, and Ferrari. A little later came even





In 1987, Mr. Bauer started Bauer Car Connection at 710 W Wilshire. This business was and is devoted almost exclusively to high end, specialty and high performance category. This was the first totally indoor showroom for such cars. Though far more expensive to maintain than an outdoor display spaces are the only way to maintain a high value auto in pristine condition. The first sale at his new company was a French-made, sea foam green Peugeot 504 diesel. It was a car that he knew well. The business purchased the car from the original owner, the same gentleman to whom Mr. Bauer had sold it to brand new at Bolen Imports. Like extensive expertise for evaluation, knowing the previous owner and history of cars is a common characteristic for the inventory at Bauer

Car Connection. The firm Does Not deal with auction or other no history vehicles.

In 1994, the firm moved to it's current location at 2921 W Hefner Rd, Oklahoma City, OK. Previously the home of Albro's Bicycle Shop built in 1972, this 11,000 sq foot building is capable of holding 26 cars inside its showroom. The facility also has a small shop and maintenance area. Like the previous location, all inventory, be it company-owned or a customer's car on consignment, is kept inside, temperature controlled, and alarm protected.

Bauer Car Connection's and Bud Bauer's reputation and knowledge is sufficiently well respected that the company is sought after as an independent expert to settle disputes on car values, diminished values, and documentation issues. Today, the firm is

used often to settle cases by courts, insurance companies, law firms and individuals to determine the value of a vehicle or the quality of repairs that may have been performed. The primary business remains the evaluation and sale of high-end pre-owned foreign and specialty vehicles for the company or it's consignment customers.

Licensed in Oklahoma since 1979, Bud has been selling cars for 46 years. Started Bauer Cars in 1987 and been in the car appraisal and consulting business for 33 years.

Consult with Mr. Bauer regarding car purchases and automotive investments.

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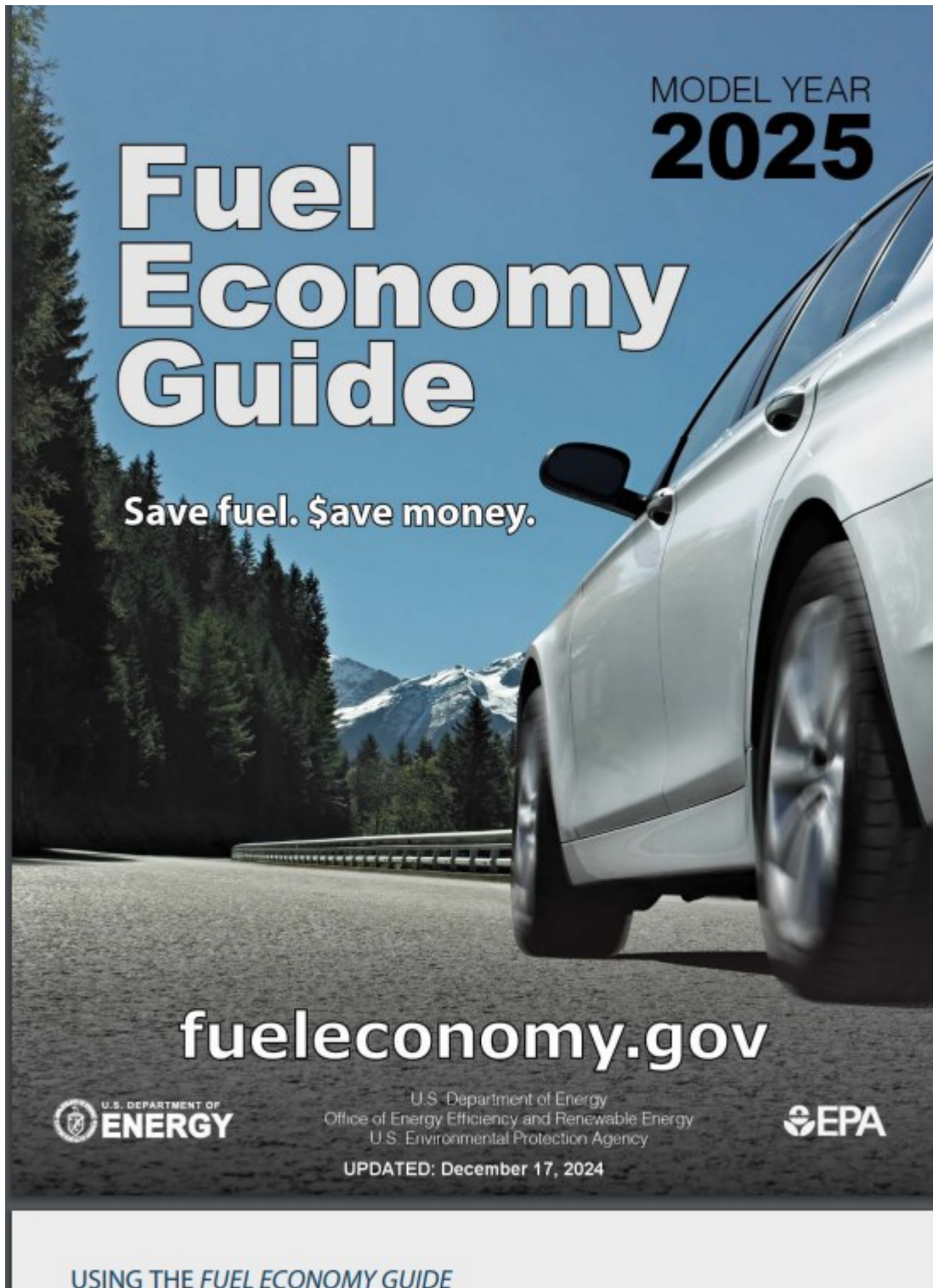
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Federal law requires new-car dealers to provide the Guide to Customer upon request.

The U.S Department of Energy and Environmental Protection Agency have just released the 2025 Fuel Economy Guide. The guide provides detailed fuel economy estimates for model year 2025 light-duty vehicles, along with estimated fuel costs and other information for prospective purchasers. By Law dealers must display the GUIDE and provide copies to customers upon request.

Click Guide to download your Fuel Economy Guide for 2025



MODEL YEAR
2025

Fuel Economy Guide

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UPDATED: December 17, 2024

USING THE *FUEL ECONOMY GUIDE*

BIZARRE BUT TRUE

Man Breaks into Used Car Dealership and poses as Employee to Sell Cars.

You can't just make this stuff up :)

Typically when we hear stories about break-ins at car dealerships, it is sure enough to steal cars or money and take off with them, but a Kentucky man's attempt to live out his dream of being a car salesman took an interesting turn in this unheard-of situation.

According to the Bowling Green Police Department a man was apprehended at R&M Auto Sales in October, after receiving reports of a suspicious man at the dealership. The man was posing as a salesman and attempting to sell a vehicle to a couple when the officers arrived. The 34-year-old then claimed to own the dealership, explaining that he had become the owner around an hour ago and the paperwork was still making its way through the system. An obvious lie.

When the actual owner of the dealership arrived, the security cameras saw that it appeared that the man was getting ready for work: The cameras showed the man coming through a window at the dealer-

ship, taking keys and stacks of paperwork from inside the office before getting into a 2017 GMC Sierra and driving it just down to a nearby gas station and then back. The man was then posing as a salesperson and attempting to sell a vehicle to a couple. He was in possession of the vehicle title and keys. The Bowling Green Daily News says that the man was apparently going to sell the truck to the couple, though there were no details on who the couple was or how he convinced them to buy the truck.

The man was later arrested with charges of burglary, first-degree criminal mischief, no operator's license and reckless driving charge. The reckless driving comes from one of the surveillance footage cameras from the dealership showed him backing into a Dodge Dart on the lot before his adventure of driving the Sierra off to the gas station.

The man was cooperative in returning the keys and is still being held in Warren County Regional Jail.



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Oklahoma Independent Automobile Dealers Association

The OIADA (Oklahoma Independent Automobile Dealers Associations) is a statewide association that represents the unique interest of the states Independent Auto Dealers.

The association works to protect dealers from unfair regulations and legislation on a state level. We are an inclusive community advancing automobile dealers through advocacy, education , promotion and unification. Our members share best practices that protect and advance the industry.

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Dealers Auto Auction
OKC
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DAAOKC
CONSIGNMENT SALE
EVERY THURSDAY, 9:30am

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 405-947-2886
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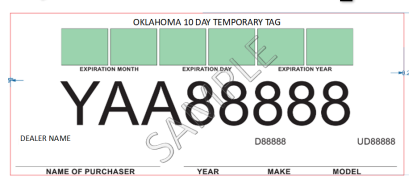
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0 DOWN AIRMATIC SEATING EXTRA CLEAN HANDED'S SPECIAL SELF-PARKING
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 3RD ROW SEATING BEST BUY FAMILY SIZE MOON ROOF SMART BUY
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 7SEATER CLEAN CARGO HYBRID PER WEEK TURBO
 8 SEATER CLEARANCE LOW KEEPING GREAT PEEL BITTEN COST TURBO DIESEL
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“We are a Car Company”

DEALER SERVICES

We come to you. Mobile reconditioning services for high-volume dealers who demand the best. Streamline Recon handles all details from dings to full body reconditioning. Our only goal is premiere quality restoration of your vehicles' appearance. Streamline technicians are experts and continually mentoring fresh talent so there is always a steady availability of top service and performance.



DEALER WRAP PACKAGE

All-inclusive service for the most discerning and successful car dealers.

Everything you need for a front line-ready unit within one packaged price. Eliminate the lot walks with multiple vendors. Since 2008, Streamline has been successful in lowering reconditioning costs for customers without sacrificing quality. Operation managers monitor QC to ensure you get what you pay for and you choose which services best fit your demographic and expectations. Reconditioning software is complimentary with our bundle so you can track speed to market all the way from trade walk to delivery.

PAINTING SERVICES

At the dealership level, every penny is scrutinized.

Streamline performs paint repairs at a fraction of the cost and time of a body shop and offers a warranty backing our work.

Whether it's a small scratch or a full body repair, the unit will get the attention it needs.



INTERIOR

Gain control over the sales process!

The ability to match and dye leather to save a seat is a valuable service. When it comes to interiors, details such as an offensive smell can be the difference between a customer passing on or purchasing a vehicle.

We'll eliminate every objection so you can sell your vehicle with no apologies.



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Flower Mound, Texas 75022 833.75. **RECON**
Lsherrell@getsw.com
WWW.StreamLineRECON.com



Powered by [SolutionWorks LLC](#)

We are a Car Company

PAINTLESS DENT REPAIR (PDR)

Every second counts in cosmetic repairs.

Whether you're a dealership customer that needs to spruce up your vehicle before posting it online or a rental car agency that needs your unit back on the road, our highly technical PDR methods are here to save you time and money.

Instead of traditional methods of filling and painting a dent, our PDR is done 75% cheaper and within minutes.



STREAMLINE MONITOR

A process that is not measured is destined for failure.

The latest industry standards demand focus on speed to market. So why do so many dealerships neglect to measure their vendors' speed and accuracy?

Our in-house inventory tracking system, Streamline Monitor, measures turn around time down to the second so you can have the confidence that speed and efficiency are our priority.

There is no better way to measure success than Streamline Monitor!



DETAIL

Making a used vehicle feel new is our highest priority.

Our price point motivates our labor force to remain with us long term and keeps entry level employees dedicated to customer satisfaction.

Streamline is not just a cute name! We streamline and manage the entire reconditioning process for our clients.

Ask StreamLine *RECON* can create a Quote for your Dealership today!



777 International Parkway, Suite 250
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"Risky Business Consulting specializes in equipping dealers with Training, Support and Coaching that they need to navigate through these challenging times of the Buy Here Pay Here business.

We offer everything from onsite reviews of whole operations, team & individual training, as well as executive coaching for everyone from dealer principles all the way down to front line staff!

You can find out information about Chad & Andrea & get pricing by visiting their website at riskybizconsulting.com

Leadership through Ownership?

"There is a common misconception about leadership these days, especially with our emerging generation. Sometimes our younger leaders think that leadership is a title or that it's something that is given to you based upon your position or status. But the reality is, a great leader is one who understands what it truly takes to be a leader people will follow.

I believe this is where ownership comes in as a leader. It's been called "extreme ownership" by [Jocko Willink](#) and is a foundation of truly good leaders. Taking ownership in everything in your world means much more than taking credit for success. In fact, it's just the opposite. A leader should also own every mistake wholly, and never blame anyone else for the team or company failures but themselves and always give credit for the win to his or her team.

You want to build trust and respect with the team you lead? Start taking ownership and responsibility for everything you touch and give public credit and praise to those you lead. This won't happen overnight, but once a track record of leadership by ownership is established, others will gladly follow!" Chad Pennington, Founder of Risky Business Consulting



Why partner with us?

Chad and Andrea have spent a combined 34 years in Buy Here Pay Here operations at the dealership level & have learned many lessons along the way.

The BHPH business comes with a lot of struggles and can be "risky" but a lot of fun at the same time! And many decisions have to be made that always have magnifying consequences, both positive and negative.

The majority of dealers have to learn the hard way; by making the mistakes and just figuring out for themselves what the best fix is.

This is where we come in!

We help look out for potential roadblocks during decision-making and help with solutions to specific BHPH struggles.

We believe consulting should be a true partnership, and this is what you will get with RBC!

Email or Text us today to find how we can help!

riskybizconsulting@gmail.com or call us at 405.570.1390 & 405.570.4924



The **OIADA** (Oklahoma Independent Automobile Dealers Associations) is a statewide association that represents the unique interest of the Oklahoma's Independent Auto Dealers.

The association works to protect dealers from unfair regulations and legislation on a state level.

We are an inclusive community advancing automobile dealers through advocacy, education, promotion and unification.

Our members share best practices that protect and advance the industry.



**Oklahoma Independent
Automobile Dealers
Association**

OIADA

For an application or interest in membership in OIADA please contact Amber Snook at

ambersnook@okiada.com or call 405-232-2947 www.okiada.com

Oklahoma Independent Automobile Dealers Association Member Application

813 NW 34th St, Moore, OK 73160

ambersnook@okiada.com

405-232.2947



Membership Includes Dealer Support!

In addition to legislative activity and representation, members have access to the following benefits:

- VIP Discount Cards with value over **\$2000** redeemable at listed auctions and various vendors.

(see back of application)

- Discount on an extensive line of compliant form and supplies from ADR of Oklahoma.

- Knowledgeable staff available to answer compliance questions.

- Newsletter, OIADA Dealer Handbook, Dealer Education, Advertising Guidelines, and much

Dealer License Number: _____

Firm Name: _____

Owner or Principal: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____

Credit Card #: _____ CCV Code: _____ Exp: _____

Name on Card: _____

Card Billing Address: _____

Signature: _____ Date: _____

If you were given incentives every year that exceeded your yearly dues, WHY WOULDN'T YOU JOIN TODAY?

Make checks payable to OIADA , mail to : PO Box 6905, Moore OK 73153

Enclosed are my annual dues of \$295 to make sure that my business has all the advantages membership in the OIADA provides to help put me at the forefront of my industry. By completing this form, I agree to abide by the Code of Ethics. Also, I am consenting to and giving OIADA, its affiliates and subsidiaries, my permission to (until I give written notice to discontinue) contact me and provide information to me at the mailing and email addresses, telephone and fax number(s) I have provided.

