



# MEMBER BENEFITS

# OIADA

Oklahoma Independent Auto Dealers Association

813 NW 34th St.  
Moore, OK 73160

405-232-2947

[www.okiada.com](http://www.okiada.com)



When dealers ask us about membership in the Oklahoma Independent Auto Dealers association (OIADA), they want to know two things—“What does it cost?” and “What is it worth?” As for cost, it is just \$295 per year. As for what it’s worth, we often respond by first listing the tangible benefits.

The two most obvious benefits put dollars immediately back into the dealer’s pocket—10% discount on forms and supplies purchased through Automotive Dealer Resource of Oklahoma and the VIP Member discount Cards good at auctions across Oklahoma and in neighboring states. The VIP cards alone are valued at more than 3 times the membership fee.

But the benefit that is often difficult to translate into “dollars in the pocket” is the dealer protection provided by OIADA’s representation of the industry. The achievements listed on the following page are just a few of the notable instances where OIADA has impacted your profit and loss statement in a positive way. OIADA is blessed to have Jami Longacre, one of the most respected and effectual voices at the capitol, serving as our legislative liaison.

OIADA staff



**UNLESS YOU CAN ANSWER “YES” TO “ALL” OF THE QUESTIONS BELOW, YOU CANNOT AFFORD NOT TO JOIN THE OIADA TODAY !**

- 1. Can you qualify for and afford a \$500,000 Dealer Bond?** There has been proposed legislation in the past to do so.
- 2. Can you afford to offer a warranty (not service contract) on EVERY unit you sell?** There was proposed legislation to do away with ALL “as is” sales.
- 3. Do you want to be obligated to provide EVERY buyer with 7-14 days to change their mind and return your vehicle, NO STRINGS ATTACHED?** Again, there was proposed legislation to do so.
- 4. Do you want the Federal Government to subsidize New Vehicle sales by providing a guaranteed trade in value on ALL units 2001 and older AND to require these vehicles to be crushed once they have been traded in?** Ask about the “Cash for Clunkers” bill that was circulated.
- 5. Based on only 4 items above, can you afford NOT to spend \$295 yearly dues for being a OIADA member?**
- 6. If you were given incentives every year that exceeded your yearly dues, WHY WOULDN'T YOU JOIN TODAY?**

Whether you realize it or not, your livelihood has been greatly affected by the actions of your state independent dealer associations. Today's legislative climate is far scarier than ever before. The above legislation could put up to 80% of All used motor vehicle dealers out of business. It's your choice. Please call your state association for membership application today. Visit us online at [www.okiada.com](http://www.okiada.com) to learn more about the OIADA, or stop by at our convenience.

**OUR MISSION IS YOUR SUCCESS. WE NEED YOUR SUPPORT !**



*Over the last 48 years our dealership has been a member of the OIADA. I am a firm believer in the necessity of a membership to support the industry and our independent*

*dealership. There are numerous benefits associated with the membership, many of which have directly impacted our dealership over the years. I have highlighted a few of the benefits below.*

*They OIADA gives you and your dealership legislative voice to positively impact decisions made in legislation, including a full-time lobbyist in Oklahoma City.*

*They provide access to all required forms and documents needed for the sale or financing of a vehicle.*

*The association is always happy available to answer any questions regarding any concern or problem with auto dealership.*

*If you are not a member of the OIADA, I strongly encourage you to join today. It will be a decision you will not regret. We are stronger together.*

Don Hickey

Don Hickey Used Cars and Trucks

*I have been a member for OIADA for many years. Odell and Rose have always been a wealth of information when I've had a question. After Odell's passing, Rose has continued to provide the same support.*

*I can't imagine not being associated with OIADA. They are always supportive and will find answers to questions quickly.*

*Buy Here Pay Here dealers need an advocate like OIADA. I urge you to join. You won't be sorry.*

*Lisa Hinton*

*Champ Hinton Enterprises*



The OIADA exists to satisfy the business needs of all Independent Auto Dealer of Oklahoma. The Associations roll is to:

- Provide dealers with introduction of legislative/regulatory measures that support the industry.
- Be a watchdog of proposed legislative/regulatory measures detrimental to the dealers and lobby to minimize or eliminate such proposals,
- Provide website and news access to the dealers to keep them informed of information critical to their businesses,
- Provide education to keep dealers informed of changing laws and requirements ,Provide a single point of contact for assistance on business matters,
- Provide dealers with contacts for supply and services.

## WHO IS THE OIADA?

The Oklahoma Independent Automobile Dealers Association (OIADA) exists to satisfy the business needs of all Independent Auto Dealers of Oklahoma. Our role is to:

- Provide the dealers with the introduction of legislative/regulatory measures that support the industry.
- Be a watchdog of proposed legislation detrimental to the dealers and lobby to minimize or eliminate such proposals.
- Provide website and newsletters access to the dealers to keep them informed of information critical to their businesses.
- Provide education to keep dealers informed of changing laws and requirements.
- Provide a single point of contact for assistance on business matters
- Provide dealers with contacts of companies that can supply the dealers services and products they need to run their business

## WHAT IS IN IT FOR ME?

In addition to legislative activity and representation before the UMV&PC, members have access to the following benefits:

### It is money in your pocket...

- **VIP Discount Cards** with a value over \$1000. in auction discounts and other vendor discounts. These VIP cards are specific and personal to your business name and cover you membership costs three times over in buy and sale fees.
- 10% Discount off most forms and supplies purchased through ADR of Oklahoma.

### It's Information...

- Knowledgeable staff available to answer compliance questions. Newsletter filled with articles regarding current compliance issues, and a "Dealer Handbook".

### It's peace of mind...

- Knowing that the OIADA Staff is only a phone call away when you have specific regulatory or compliance questions.



# Seven Reasons

## ***to Join Your State's Independent Automobile***

### ***Dealers Association***

*By USED CAR NEWS*

Starting—and growing—a dealership takes more than just a business plan and a license. There's a lot that happens outside the boundaries of your lot that directly impacts your business. And no matter if you have a team of employees or operate solo, staying up to date on changing regulations, technology, and opportunities while operating a dealership can be overwhelming.

Here are seven reasons why being a member of your local independent automobile dealer association is good for business:

#### 1) **Education**

Whether you're just getting started or have been running a dealership for decades, your local dealer association can be a resource for pre-license or continuing education seminars. And with rules and regulations differing from state to state, having a resource dedicated to dealers within your boundaries means the information you're getting is accurate and relevant to your market.

#### 2) **Representation**

What happens in Washington, DC certainly doesn't stay in DC, and the same goes for your state capitol building. But unless you've set aside time every legislative session to advocate for the industry, it's easy to feel like you don't have a voice representing your best interests as significant decisions are made. Supporting your state dealer association is the next best thing, as their lobbyists and committees are dedicated to advancing laws in your best interest.

#### 3) **Networking**

Association events like this one are an excellent way to share what's working (and what's not) with your peers—and hear their expe-



industry professionals and learn from their business practices. Remember, as a business owner, sometimes it's not what you know but who you know. The chance to create and then leverage relationships that benefit your dealership is a huge selling point for members.

#### 4) **Reputation**

With so much of the car-buying process happening online, consumers are laser-focused on finding more than just the best deal. Businesses that are known to be reliable and customer-centric will stand out among the competition, especially in an industry that hasn't always had a stellar reputation.

While managing your online reputation should always be top of mind, being an active member of prominent dealer associations goes a long way to prove your commitment to running a compliant business. And it's not just prospective buyers that care—even lenders take association participation into account when evaluating new partnerships. Whether you're a new or longtime member, be sure to feature your involvement in your website and marketing materials.

#### 5) **Savings**

While membership will cost an annual fee, it can pay to join, as this calculator from TIADA shows. Auction discounts and deals sponsored by industry vendors can save your dealership money in the long run. Plus, featured guidance on how to select the right product or partner can help you get the most out of your budget. Associations also maintain a service provider directory letting you know what businesses are affiliated with the organization, acting as a referral when you're searching for a solution.

#### 6) **Consumer Advocacy**

Dealer associations are also consumer advocates, focusing on maintaining or enhancing customer service standards and buyer protections. In fact, the NIADA centers truth and accuracy, integrity, and serving the public as major tenets in their Code of Ethics. When buyers feel protected, everyone benefits.

#### 7) **Community Service**

Serving your community can be a significant addition to your dealership's value proposition. However, it's not always easy to find out how to make a difference and get involved. Your local association is most likely one step ahead of you, coordinating volunteer initiatives to support community efforts and help you give back.

In today's market, it's crucial to take advantage of any opportunity that can help you improve your business..

BY USED CAR NEWS

SEPT 2021



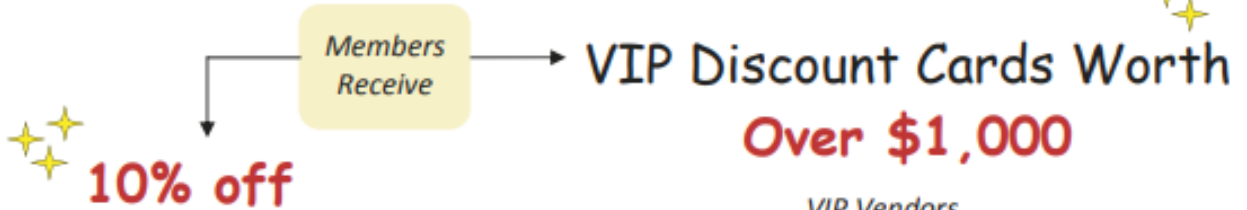


**OKLAHOMA INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION**

[www.okiada.com](http://www.okiada.com)

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Office: 813 NW 34, Moore OK 73160  
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email: [ambersnook06@gmail.com](mailto:ambersnook06@gmail.com)  
[rosemorgan@e-oiada.com](mailto:rosemorgan@e-oiada.com)

# Join OIADA today!



**10% off forms and supplies**

OIADA members save 10% on most items\* purchased through the ADR of Oklahoma

Dealers Auto Auction  
71B Auto Auction  
ADESA Tulsa  
AutoMats

Floorplan Express  
Route 66 Auto Auction  
Z66 Auto Auction

## MEMBERSHIP APPLICATION

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.

Please send application with payment to:  
OIADA  
P.O. Box 6905  
Moore, OK 73153  
or fax toll free to 1-877-804-3449

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: \_\_\_\_\_

*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.*





**OKLAHOMA INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION**

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# OIADA Members...

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... receive **VIP Discount Cards** worth over **\$1,000**



## OIADA VIP VENDORS

## MEMBER BENEFITS

**10% DISCOUNT ON MOST PURCHASES THROUGH ADR OF OKLAHOMA APPROVED FORMS, TEMP TAGS AND SUPPLIES**



[www.autodealersresource.com](http://www.autodealersresource.com)

<b>71B Auto Auction</b>	4635 N Thompson Springdale AR 72764 479-756-5001	One Buy Fee up to \$100 One Sell Fee up to \$100 Tuesday, 8:30 am
<b>ADESA Tulsa</b>	16015 E Admiral Place Tulsa OK 74116 888-526-7326	One Sell Fee up to \$50 One Buy Fee up to \$50 Friday, 9:00 am
<b>AutoMats, LLC</b>	125 Park Avenue, Suite 200 Oklahoma City OK 73102 405-831-4478	\$100 off first order
<b>Dealers Auto Auction of OKC</b>	1028 S Portland Oklahoma City OK 73108 405-947-2886	One Sell Fee up to \$100 One Buy Fee up to \$100 Thursday, 8:30 am
<b>Floorplan Xpress</b>	4300 Highline Blvd, Suite B330 Oklahoma City OK 73108 855-605-6991	1 Free Floor Fee up to \$75
<b>Route 66 Auto Auction</b>	4399 East Highway 66 El Reno OK 73036 405-262-5471	One Buy Fee up to \$150 One Sell Fee up to \$150 Friday, 10:00 pm
<b>Z66 Auto Auction</b>	66 N Mingo Tulsa OK 74116 918-794-0660	One Sell Fee up to \$75 One Buy Fee up to \$75 Friday, 7:00 am

# OIADA New and Renewal Members

The following list includes members who joined or renewed their OIADA membership during 2022 to date. We express our sincere appreciation for all the members of OIADA and extend our invitation to dealers who are not members. A membership application can be found elsewhere in this newsletter, on our website [www.okiada.com](http://www.okiada.com), in store, mailed, faxed or emailed to you direct. We urge you to be an active part of maintaining a strong and effective used car industry voice in the legislative and regulatory environment. We need that voice more than ever!

Auto Showcase of Tulsa, LLC	C8 Truck and Trailer Sales, LLC	Eastern Motors
6 D's Auto Sales	Campbell Nissan	Edwards Auto Sales
71B Auto Auction	Car Gallery	Enlow 66 Auction, Inc.
A & G Auto	Car Hop	Eskridge Honda
Aces Preowned Auto Sales, LLC.	Car Nation	Everybody Drives Auto Sales, LLC
AFC Automotive Finance Co.	Carl's Auto Sales	Express Credit Auto #2see note
Allen's Used Cars	CarMax The Auto Superstore	Ferguson Pontiac-GMC Used Cars
Altus Auto Auction	Carter County Dodge Chry., LLC	Fisher's Auto Mall, Inc.
America's Auto Auction-Tulsa	Carvana, LLC	Floorplan Xpress Auto
Atoka Wholesale Motors	Cavender's Auto Sales & Leasing	Frazer Computing, Inc.
Ausbrook's Used Cars	Champ Hinton Used Cars	G & P Auto Mall of Muskogee, Inc.
Auto Direct Finance	Chase N Cars	Glen Rabe Motors
Auto Select	Choctaw Autoplex, LLC	GO Green Light Motors
Auto, Golfcart, & Battery Sales	Coast To Coast	Green Country AS Internet Gallery
AutoCue, Inc.	Collinsville Auto Sales	GWC Warranty Corporation
A-Z Auto Parts & Auto Sales	Credit Connection Auto Sls, Inc.	Harley Davidson World
Azteka Motors, Inc.	Crown Auto World Bristow	Harris Auto Sales, LLC
Barry Sanders Supercenter	D & D Truck Sales, Inc.	Hertz Car Sales-See note
Bauer Car Connection	D & D Used Cars	Hominy Auto Sales
BBR Auto Sales	David Stanley Chevrolet	Howerton's Auto Sales-note
Best Buy Auto Sales	Dealer One Auto Credit, Inc	Hudiburg Pont-GMC Trucks, Inc.
Big Red Sports/Imports, Inc.	Dealers Auto Auction of OKC	Hudiburg Subaru
Bill's Auto Sales	Discount Auto Sales	Hunt Motor Company
Billy Nowell Auto Sales	Doenges Toyota Ford Lincoln	Hwy 33 Truck and Trailer Sales
Bob Moore Cadillac of Norman	Don Hickey Used Cars	I-35 Credit Auto
Bob Moore Mazda	Doug Gray Motor Company	Indian Motorcycles Of OKC
Broken Arrow Motor Co.	Down The Road Motors	Integrity Auto Finance, LLC
Bronco Autoplex LLC.	Drive Time Car Sales, LLC	James Hodge Ford, Inc
Bryan's Car Corner, Inc.	Dunford Auto Sales	Jerry's Auto Sales

# Oklahoma Independent Automobile Dealers Association

JMC Auto Sales	Regal Car Sales & Credit	Truetruck HD
Joe Cooper Ford Yukon, LLC	Romeros Auto Center	Twister Auto Sales
John Vance Motors, Inc.	Ron Miller Motor Co.	Universal M H/Used Cars
Kent's Custom Cars & Trucks, Inc.	Rt 66 Auto Auction of El Reno, LL	Wade's RV Supercenter
Kool Kars Sales	S. Brown & Associates	Wade's RV Supercenter OKC
LaRaza Motors	Sal's Auto Sales	Watson Auto Rental & Sales
Lee Auto Sales	Scissortail Auto Sales	Way Out West Auto Sales
Len Roberts Enterprises, Inc.	Scott Auto Sales	Wetzel Agency, Inc.
Liberty Auto Finance	Scott's Motor Cars	Wheatland Motor Company
Lumpy's Auto Sales	Shockley's Auto Sales, Inc.	Wheels of Norman
M G Motor Sports, LLC	Shorty's Auto Sales, LLC	Wheels of OKC
Mangum Auto Sales	Shreve Truck & Equip. Sales	Wholesale Motors, Inc.
Marc Miller Buick-Pontiac-GMC, Inc	Smalygo Auto Wholesale, Inc.	Wilmes Ford-Lincoln-Mercury
Max Credit Autos	Smart Choice Auto LLC	
McNair's Auto Sales	Solutions Auto Group	
Mitchell Motors, Inc.	Sports & Imports, Inc.	
MTS Truck Sales, LLC	Sterling Credit Corp.	
My Auto Store, LLC	Steve's Cars	
Nissan of Lawton	Street Cars Direct	
Nix Auto Center, Inc.	Super Sports	
NVP Warranty	Switzer & Son Select AS, LLC	
OK Auto Remarketing	T & T Auto Sales, Inc.	
Oklahoma Auto Exchange, LLC	Tallgrass Motors, LLC	
Oklahoma Auto Sales	Taylor Auto Sales, Inc.	
Overdrive Automotive Center	Temple of Zoom Motorsports	
Parker's Used Cars	Terry Halbert Auto Sales, Inc.	
Passtime	The Car Man, LLC	
Phagan Motors	The Key	
Preferred Auto Sales, Inc.	The Truck Shop, LLC	
Quality Value Auto Sales	Thoroughbred Motors, Inc.-note	
R & J Motors, LLC	Tio Chuy's Auto Sales #2	
Randy Bowen Chevrolet, Inc.	Tio Chuy's Auto Sales	
Randy Mitchell Auto	Todd Auto Sales	
Ray Hibdon's Car Choice	Town & Country Auto, Inc.	
Red Line Auto Sports, Inc.	Tri-State Wrecker Sales	

[www.okiada.com/membership](http://www.okiada.com/membership)





# www.okiada.com

Membership  
Code of Ethics  
Contacts  
Member Application  
Newsletter  
Legislative Updates

Shop Auto Dealers Supplies,  
Forms , Temp Tags  
Resources, Federal and State  
Contacts  
Dealer Training  
Auction Lists  
Compliance

OTC E title training  
Vendors  
Preferred Providers  
Advertising  
Etc...

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