

ABOUT IADA

Benefits of IADA Membership



The Illinois Automobile Dealers Association is an organization of 700 franchised new car and truck dealers founded in 1920 whose purpose is to promote an ethical, favorable business climate, and to serve the common needs of its members through services, education and representation.

IADA is dedicated to helping its members realize the full potential of their individual dealerships, while providing the kinds of services and support that only a strong, central organization can generate.

The Advantages of Membership

Membership in IADA provides vital support to the automotive industry of Illinois, and with this affiliation comes a variety of benefits specially designed and created for IADA members.

Legislative and Regulatory Representation

For almost 100 years, IADA has been representing Illinois dealers in Springfield, our State's Capital, on legislative and regulatory issues. We focus on those issues that will improve your bottom line. We have a dedicated and diligent staff working to meet your needs day in and day out. The primary responsibility of IADA is to represent automobile and truck dealers in the Illinois General Assembly and before the various state regulatory agencies. The mission will always be to aggressively promote the interests of dealers by educating and persuading policy-makers to make pro-business decisions in order to promote prosperity and opportunity for the Illinois dealer industry.

Legal Advocacy and Legal Defense Fund

IADA provides legal counsel and financial assistance through the Legal Defense Fund to assist in judicial and regulatory proceedings that affect the franchised new car and truck retailing industry. IADA also provides members valuable assistance with the Illinois Secretary of State, Department of Revenue, Attorney General's Office and other State agencies along with interpretations of Illinois and Federal laws and regulations.

Political Action Committee

CAR of Illinois – the Committee of Automotive Retailers (CAR) was established to collect funds from members to provide financial support to individual candidates for the Illinois Legislature and various elected government positions. Contributions are based on CAR's goal to support government officials who are supportive of the business philosophy in general and specifically the dealership industry.

Industry Public Relations

By forging relationships with the news media, IADA is an information resource, delivering a strong message that the retail automotive industry is one of Illinois' most important economic engines. If unbalanced, irresponsible stories do appear in the media, IADA responds swiftly and aggressively, presenting the dealer viewpoint.

IADA Webinars – KPA

Educational webinars are available at discounted prices and complimentary for our membership.

Management Guides

Members of IADA staff are available to provide assistance and research into any aspect of your dealership business.

IADA regularly issues bulletins on dealership operation, regulation changes from state and national agencies, and other dealership improvement techniques. IADA counsel regularly issues legal advice that affects all members.



Information

Association members receive brief and concise IADA Bulletins and other correspondence to keep them abreast of important industry matters and provide necessary information concerning current laws and regulations affecting the automobile industry.

Conventions and Educational Programs

IADA's Annual Convention, Spring Legislative Conference and Regional Meetings are valuable opportunities for members across the state to renew acquaintances, make contacts, and most importantly, exchange ideas. Maintaining important business relationships and providing mutual support are essential parts of membership.

IADA Publications

IADA communicates regularly with its members and offers specialized information through a series of publications produced for Illinois dealers. These publications include:

- IADA Annual Directory
- Illinois Dealer News Magazine published quarterly
- IADA E-Bulletin
- Illinois Advertising Regulations

Dealer Services

Using the immense group buying power of Illinois automobile dealers, IADA provides very competitive in-house programs and has negotiated discounted rates for services offered by distinguished companies that are officially recommended by IADA.

Value of Membership

IADA provides unprecedented value for member dealers. Dues are among the lowest of any professional trade association in the country, ranging from \$300 to \$935, annually, based on prior calendar year new vehicle sales. This low dues schedule is possible because IADA leadership and staff have worked to create a business model that does not rely solely on membership dues to fund the association. To earn non-dues income, IADA partners with and recommends companies that provide products and services to member dealers at competitive or discount pricing. This business model keeps membership dues low and returns dividends to members in the form of lower prices on products and services they use every day.