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June 27, 2011

TEXAS DEALER ACADEMY MEMBER

Thanks to all who attended the first organizational meeting in Austin. We appreciate your participation and look forward to our next meeting in October. As soon as the dates and location are confirmed, we will let you know.

Attached are some online training courses that will meet the needs of at least three audiences:

Focus on Variable Operations, Focus on Fixed Operations, or NADA Academy Graduates

We would like to emphasize that these are suggestions. The online training for each member will vary in what he or she needs depending on his or her knowledge and experience. There are **two courses** that are **mandatory** for all TDA members and should be completed before the October 2011 meeting, which are:

- 1. Red Flags: Stopping Identity Thieves Before They Strike*
- 2. New Credit Score Disclosures for Adverse Action Notices*

MEMO: This webinar on "New Credit Score Disclosure" first comes available on Saturday, July 16th. If you choose to watch it on this day, it will be live and you will be able to communicate with the moderator. However, if you are unable to watch it on this day, it will be recorded and you will still be able to access it later at your convenience.

If you have questions regarding the TDA Course Development or questions about

the program, please contact Tim Crenwelge at timc@crenwelge.com or T Harper at tharper@capitolchevy.com.

You will need to select the Track (**#1, #2, or #3**) of the courses that best suit your position in the dealership. **Within each track, you will need to complete twelve (12) courses by the next June meeting.** Also included is the form in which you will need to complete and return to TADA, as each course has been completed.

PLEASE INDICATE YOUR CHOICE OF WHICH TRACK YOU WILL BE FOLLOWING AND RETURN THE ATTACHED FORM TO TADA.

(Fax 512-322-0561 or email to communications@tada.org)

Track #1 Focus on Variable Operations

Track #2 Focus on Fixed Operations

Track #3 NADA Academy Graduates

Name:

Dealership:

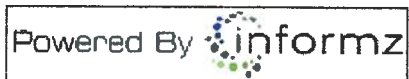
City:

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Texas Dealer Academy

Suggested Online Training

		TRACK #1	TRACK #2	TRACK #3
		Variable Operations	Fixed Operations	NADA Academy Graduates
Online Courses	Topics			
Preventing & Detecting Fraud in Your Dealership	Dealer Executive			
The Buck Stops Here	Legal Regulatory			
Dealership Safety and OSHA Compliance	Legal Regulatory			
Complying with the HAPs Rule	Legal Regulatory			
Red Flags: stopping Identity Thieves Before They Strike	Legal Regulatory			
Complying with the FMLA	Legal Regulatory			
Appraising Trades in a Transparent Market	Sales, Leasing, Finance			
Accessorizing Your Way to Additional Profit	Sales, Leasing, Finance			
Overcoming Obsolescence	Parts			
Unlocking Frozen Capital	Parts			
*Service Advisor	Service			
*Automotive Accounting	Management			
*Cash Flow Management	Management			
*Balance Sheet Fundamentals	Management			
*Income Statement Fundamentals	Management			
Webinars				
LIFO- A Great Tax Deferral or a Dealer's Worst Nightmare	Business Office			
Employer Requirements for New COBRA Subsidy	Legal Regulatory			
*New Credit Score Disclosures for Adverse Action Notices	Legal Regulatory			
How to Maximize Profits In Your Used Vehicle Operations	Sales, Leasing, Finance			
Workshops				
The Four Essentials to Achieving 100% Service Absorption	Service			
Approaches to Improve Business	Business Office			
Reducing Expenses Without Sacrificing Services				
Fixed Operations Retention in the Digital World				
Social Media 101	Internet			
Social Media 201	Internet			
Web Analytics: Improve Your Conversion Rate	Internet			
Driven Guides				
Business Succession Planning	Dealer Executive			
Dealer/General Manager Planning Calendars	Dealer Executive			
F&I : Selling to All Customers	Sales, Leasing, Finance			
NADA Inventory Planner	Sales, Leasing, Finance			
FTC Privacy Rule and the Model Privacy Notice	Legal Regulatory			
Adverse Action Notices	Legal Regulatory			
Risk-Based Pricing Rule	Legal Regulatory			
Building a Special Finance Department	Sales, Leasing, Finance			
The Trade Appraisal Process in a transparent Market	Sales, Leasing, Finance			
Cash Flow Mangment	Business Office			
Property-Casualty Insurance Coverage	Business Office			
Service Departmenet Performance Analysis	Service			
Handling the Morning Service Rush	Service			
Top 5 Ideas for Managing the Parts Department Inventory	Parts			

* These courses are currently in the pipeline. ETA- Near future/end of the Summer.

Mandatory classes that must be completed by the October 2011 Meeting