

COLORADO INDEPENDENT AUTOMOBILE DEALERS ASSOCIATION

# FRONT LINE

Q4 2024

*Happy*

*Holidays!*

**Charity Gala  
Highlights  
Inside!**

**Congratulations to Dario Arnautovic  
of Urban Motors, 2024 Quality Dealer of the Year!**



## FRONT LINE

The official digital publication of the  
**COLORADO INDEPENDENT  
AUTOMOBILE DEALERS ASSOCIATION**

950 Wadsworth Blvd., Suite 101  
Lakewood, CO 80214  
303-239-8000 • [ciada.org](http://ciada.org)

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David Cardella, COIADA CEO

### CIADA STAFF

David Cardella, CEO (x302)

Flor Briones, CEO Assistant, Comm.  
Coordinator & Dealer Services (x300)

Lori Lloyd, Prelicense Instructor &  
Office Manager (x301)

Chris Choka, Bond Specialist &  
Dealer Services (x306)

Priscilla Concepcion, Prelicense  
Instructor & Office Staff (x305)

Connie Hatch, Western Slope Rep.  
970-209-7499

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CELEBRATING **83** YEARS STRONG

## CEO'S MESSAGE

# We Raised Over \$300k for Colorado Charities!



When you plan an event, the outcome is never guaranteed that it will be a success. This year 410 people joined us to help make it a success by bidding on two donated vehicles, artwork, vacation trips, an Avalanche suite, a Nuggets suite, and even an AR-15. More than 100 items were up for bid in the silent and live auction, and by the end of the evening \$334,499 was raised for the Used Car Dealers Charity Fund Of Colorado including \$75,000 for our Fund-A-Need Charity Access Gallery. This is an outstanding accomplishment! The generosity from our members is amazing. Each dollar raised will go to help with scholarships and people in need in Colorado. You may donate throughout the year by contacting the CIADA office.

We want to thank everyone for their support during the year. Enjoy the holidays with family and friends, be safe and if you need help, please feel free to call us 303-239-8000.

*Warm holiday wishes and a prosperous New Year!*



CIADA Staff: Chris, Priscilla, David, Lori & Flor



**CLICK HERE FOR THE FULL EVENT GALLERY!**



Congratulations to Dario Arnautovic, 2024 Quality Dealer of the Year! (L to R) Michael Darrow - NIADA President, David Cardella - CIADA CEO, Dario Arnautovic - Urban Motors, Michael Whistance - Country Truck and Auto & CIADA President



David Cardella, CIADA CEO (L), presents the 2024 Hall of Fame recipient Stan Martin of Stan's Auto Sales (R).



With over 300 guests in attendance, this was one of our most attended events in history! (L to R) David Cardella - CIADA CEO, Dean Gunter - Colorado State Champion Auctioneer, Teshome Tesfaye - Norfolk Motors, Michael Whistance - CIADA President



Access Gallery is a cherished and long-time recipient of Charity Gala funds. (L to R) AJ Kiel, Brittany Murdock, and Cecil Brown with Access Gallery.



**» Watch the Auctioneer Video**





**CLICK HERE  
FOR THE  
FULL EVENT  
GALLERY!**





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# Simplify Your Way to Profitability

## Streamline workflows with Dealertrack solutions.

Everyone wins when your dealership simplifies workflows. Your team closes more deals with ease, your customers get out the door faster, and your dealership realizes revenue gains. Only Dealertrack offers a complete suite of solutions backed by Cox Automotive that seamlessly connect the deal process from DMS to finance, contract and signing, through to registration and titling. It's the key to simplifying the complex and sending profits soaring.

### Simple starts with your DMS

You want your team focused on taking care of customers, not struggling with the DMS. With a simple yet powerful system that's easy to use, you can do business the way you want to.

Dealertrack DMS delivers on all counts. Winner of the 2023 Dealer's Choice Diamond Award and named the #1 easiest-to-use DMS<sup>1</sup>, Dealertrack DMS is intuitive, simple and allows your team to focus on getting their jobs done. In addition, open integration means you choose your vendors and digital solutions so data flows wherever you need it to go.

### Flexibility flows to F&I

Don't let piles of paperwork, a complex purchasing path, and trade-in roadblocks chip away at a customer's excitement for their new vehicle during the F&I process. Frustrations like that can even put aftermarket sales at risk.

A complete digital contracting and remote signing solution keeps the excitement going. Shorten the deal process with DMS data flow that reduces re-keying, digital deal packages that speed funding and flexible signing that improves customer satisfaction. Ensure deals proceed smoothly with the ability to view complete trade-in titles before accepting a trade so any surprises, like an undisclosed co-owner, can be addressed before they slow down the process.

<sup>1</sup> CAI Retail Brand Health Study - July 2022.



### Smooth reg & title completes the process

A finishing touch that dealerships can offer customers is handling their registration and titling process in-house. But manual paperwork and processes can be slow and costly — especially for out-of-state deals that involve researching 300+ unfamiliar state taxes, forms and fees.

Eliminate the complexity and give your team the time to process more deals with a comprehensive suite of registration and titling solutions for in-state and cross-border customers. Your team can navigate each state's specific reg and title requirements quickly and accurately with a connection to every state DMV.

### Simplify your way to business growth

Backed by the power of Cox Automotive, Dealertrack's easy-to-use DMS, F&I and complete suite of registration and titling solutions — all with proactive support — connect seamlessly across departments, driving simplicity that leads to profit opportunity.

**Simplify your way to business growth today. Schedule a no-obligation call with Brian Ekstrand, regional sales manager for Colorado, to discuss how Dealertrack solutions streamline workflows to send profits soaring.**



# Wholesale finally has an **Easy** mode.

AI damage detection

Know your seller

Simplified OBD2 code view

Straight-forward coverages

Buy Now

## OPENLANE

OPENLANE brings the transparency you need to buy cars online, with comprehensive inspections, easy-to-read condition reports and best-in-class protections – all with lower fees.

Sign up now at [openlane.com/CIADA](https://openlane.com/CIADA) to receive \$350 buy fee credit.











**CheckMy Driver Fixes the Broken Insurance Verification Process**

**We Make Insurance Verification and Monitoring Easy**

Did you know that 14% of drivers on the road are uninsured? Even if you properly verify their policy on the first day of their loan, how do you know in real time when it’s cancelled? You can’t count on outdated additional interest or database notifications, which can take up to 60 days and typically exclude coverage changes.












CheckMy Driver’s **award-winning** technology is the only insurance verification and monitoring process that automatically works directly with your drivers to fix policy change issues when they arise.

 <p><b>Automatically Verify Coverage with Carriers</b></p>	 <p><b>Stop Wasting Time With Additional Interest</b></p>	 <p><b>No-Touch Monitoring Throughout Loan</b></p>	 <p><b>Mitigate Risk with Embedded Coverage Options</b></p>
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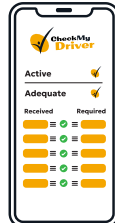

**Alerts and Notifications Aren’t Good Enough**

Being listed as an ‘additional interest’ on a borrower’s insurance policy or getting notifications from an insurance updates database doesn’t cover your assets, it leaves you with gaps and more work to do. CheckMy Driver fixes that problem, automating insurance monitoring and fixing problems with your driver when they arise.



 Immediate Notification at Check  Alerts for All Policy Changes  Automated Process and Remediation  Data Secure, Encrypted End-to-End	<b>Additional Interest Notifications</b>  Notice Could Take More Than 60 Days  Notifications for Limit Reductions Inconsistent  Letters to Open, Problems to Fix  Compliance Violations Risks	<b>Insurance Database Alerts</b>  Notice Could Take More Than 60 Days  No Notifications for Limit Reduction  Not Available for All Carriers, All States
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**How It Works - As Easy As 1, 2, 3**

			
<p><b>Step 1</b> Verification Initiated</p>	<p><b>Step 2</b> Driver Connects To Insurer</p>	<p><b>Step 3</b> Everyone Receives Results</p>	<p><b>Ongoing</b> Automated Monitoring</p>



**Watch Our Overview Animation**



## Finally! Health Plan Designs All Employees Can Afford

A solution focused on Auto Dealerships with lower, middle and high income employees.

### New benefits from GIG Workers Universe and Ep6ix for members of CIADA, including



BlueCross.  
BlueShield.

- Healthcare member benefit program provided by Amalgamated Local 426 Health & Welfare Fund
- Anthem Blue Cross Blue Shield network
- Bronze, Silver & Gold plan options
- Guaranteed Issue (No group approval required)
- Minimum 1 enrolled
- Must become member of GIG
  - *Fee waived with enrollment in benefits*
- 8 plan design options to choose from

#### Home & Auto Discounts

- Access to online quotes and live agents for any personal property lines of insurance (Auto, Home, etc.)

#### GIG Marketplace Shopping Discounts

- GWU discount marketplace to shop and save from thousands of companies locally or online



#### Health Plan – Increasing access to affordable healthcare

- Lower premiums than traditional offerings
- No Deductible options
- Guaranteed Issue (following group approval)
- Minimum 2 enrolled
- Open Access – No network required
- Unlimited Telehealth and Teletherapy
- 4 tier prescription plans (top 600 generics \$0 Copay)

#### Dental & Vision

- Dental: Preventive, Basic & Major Services
- Vision: Eye Exam, Lenses, Frames

#### Voluntary Benefits

- Short-Term Disability
- Critical Illness, Accident & Hospital
- Term & Whole Life options
  - Employee, Spouse and Child options



Click **here** or scan the QR code to schedule the appointment





# Employ, enable, and empower your automotive workforce.

Deliver a comprehensive employee experience platform that simplifies business operations.

Operating an auto dealership requires careful precision and staying on top of a variety of tasks. Finding and using all available efficiencies is one key for success. For HR, payroll, time tracking, and benefits, isolved provides those needed efficiencies, coupled with a seamless connection throughout the entire employee journey.

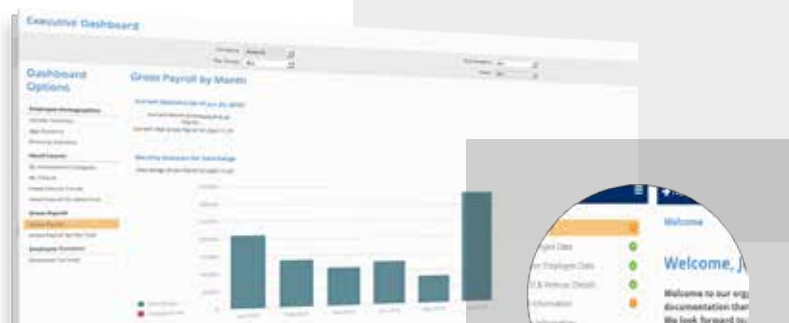
This connected HCM solution goes beyond the typical HCM to seamlessly connect and manage your workforce while adapting to the future of work.

## Your benefits with isolved:

- More time to focus on growing your business and developing new revenue streams
- Effortless compliance with ever-changing regulations
- Higher level of employee engagement reduces employee turnover
- View labor data in real time and make informed business decisions
- Streamline HR, improving your bottom line
- HCM metrics and analytics to elevate HR to a strategic level for your business
- More time to focus on training your staff to elevate your customer experience
- Scalability of system to grow with your dealership

## isolved Features:

- Ease of use for employee/supervisor/manager self-service
- Manage and bring on new hires
  - Paperless, quick and painless onboarding
  - Candidates apply in three minutes
- Powerful, performance-ready mobile app
  - Employee access to schedules, pay history, time-off requests, and more
- Rich compliance reporting
- Executive Dashboard to control labor costs and OT
  - Real-time manager portal
  - Certified payroll
  - Labor allocation tracking
- OSHA management and reporting
- Tracking Worker's Compensation
- Integrate with dealership management software for GL, time, and commission data



Contact us today at **925.548.4634** for more information on how isolved can streamline and simplify your auto dealership.

*Transforming employee experience for a better today and a better tomorrow.*



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