

TENNESSEE DEALER NEWS JULY 2020



Est. 2007



Get Your Auction
Discount Card
TODAY!

[CLICK HERE](#)



A Note from the editor,
Phyllis Sartin

This newsletter contains important information, compliance alerts, legislative updates, events & general details concerning Tennessee's Automobile Dealer Industry. Got a question? Need help? Give us a call!

Stay Informed
and
Stay Compliant!

Legislative Updates

Auction Discounts

Fast Track FINANCE

Service Providers

Digital Retailing

Training and More!

Auction Discount Card

Auction	Auction	Auction	Auction	Auction	Auction
Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018

Shifting Strategies

1. Create a better experience for your shopper & deliver a vehicle directly to the buyer.
2. Your customer will appreciate the flexibility of Home Delivery & it will 'set them at ease.'
3. Invest in a Video Chatting App
4. Showcasing at-home services on your website WILL help drive awareness and create a better consumer shopping experience.



TAA membership does not cost

IT PAYS!

Join Today!

615-269-3433

Internet Sales
20 Group.
Member



ADESA Simulcast
THE NEW LIVE

ADESA DealerBlock is open around the clock

**Sale Day: Thursday at
IN-OPS @ 8:30am Sale: 9:30am**

**631 Burnett Road
Old Hickory, TN 37138
Primary Phone: 615-847-7400
www.adesa.com/Nashville**



OVE.COM SmartAuction OPENLANE

**JUST SEARCH
"MUSIC CITY AUTO AUCTION"**

**Sale Day: Tuesday at
3:00pm**

**3639 Royal Park Blvd
Spring Hill, TN 37174
Primary Phone: 931-674-8000
www.musiccityaa.com**



**LIVE SIMULCAST
AUCTION THIS WEEK!**

LOGIN TO EDGEPIPELINE.COM TO BUY ONLINE

**Sale Day: Wednesday at
8:15am**

**3719 Old Getwell Rd
Memphis, TN 38118
Primary Phone: 901-795-7634
www.memphisautoauction.com**



ADESA Simulcast
THE NEW LIVE

Preview cars on Monday
In-Lane Virtual Bidding on
Sale Day: Tuesday at 8:45am

**5400 Getwell Rd
Memphis, TN 38118
Primary Phone: 901-365-6300
www.adesa.com/Memphis**

Support our Auction Partners



JACKSON
MADISON COUNTY
AUTO AUCTION



**Sale Day: Friday at
9:30am**

**38 Graves Loop Rd
Medina, TN 38355
Primary Phone: 731-783-4500
www.jacksontennesseeauction.com**

**Dealer Connect
Auto Auction**

731-423-5551



**50 Fiberglass Rd
Jackson, TN 38301**

www.dealerconnectautoauction.com



**ADESA Simulcast
THE NEW LIVE**

ADESA DealerBlock is open around the clock.

**Sale Day: Friday at
8:30am**

**1011 Adesa Blvd.
Lenoir City, TN 37771
Primary Phone: 865-988-8000
www.adesa.com/Knoxville**



**ADESA Simulcast
THE NEW LIVE**

ADESA DealerBlock is open around the clock.

**Sale Day: Thursday at
9:30am**

**195 Joe R McCrary Rd
Fall Branch, TN 37656
Primary Phone: 423-348-8419
www.adesa.com/East Tennessee**

Preferred



Partners

**Advance
Auto Parts** 

Parts delivered when you need them!

www.AdvancePro.com 877-280-5965

**AUTO
AGENCY, INC.** 

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For The Independent Auto Dealer**

Est. 1995

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ProGuard
WARRANTY.

WE COVER WHAT BREAKS

Rob Shelton 865-221-1143

GPS TRACKING

\$55.00



WIRELESS
NOW AVAILABLE!!



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AUTO USE

**FLOORPLAN
50 Years
of Automotive Finance Experience**

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Protective.
Asset Protection

Dealer Owned Warranty Company

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Special Finance Leads

Used by 1300+ dealers & over 1 million cars sold!



Company Est. 1999



Get access to car buyers in real-time
BEFORE your competitors!

Call NOW & get your TDN Member Discount

Call 877-836-8320 for more information

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Full Spectrum Lending

\$49 Per Month

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How's Your Service Department Doing?



Does your dealership have someone dedicated to converting service customers into sales prospects, reaching out to high-quality sales prospects with service appointments to schedule a quick discussion while they're in the dealership? What tools have you provided that dedicated person to identify the best prospects, and how much do they know about the people who will be showing up in your service drive that day?



[Click here to read article](#)

TENNESSEE DEALER NEWS was established in 2007 and remains The **SOURCE** for Compliance Alerts and Legislative Updates for the auto dealers across the state of Tennessee.

TDN is recognized for being a point of contact where auto dealers can turn when help is needed most.

The goal of our organization is to help dealers stay informed on what is taking place in the industry and to provide them with quality products and services.

Somebody missed that corner again!



If something is wrong, fix it now. But train yourself not to worry, worry fixes nothing.

- Ernest Hemingway

This month's Newsletter powered by

TnDealer.com



ProGuard Warranty Includes Three-Month SiriusXM Subscription with Purchase of ProGuard Vehicle Service Contracts

*Disclaimer: Some restrictions may apply.
For details, contact Rob Shelton @ 865-221-1143*

Check This Out



ProGuard and SnapCell Alliance Assists Automotive Dealers During Current Market Conditions

AVOCA, Pa., April 23, 2020 – ProGuard Warranty announced today that they have formed a professional alliance with SnapCell Inc. to bring their innovative automotive personal video solution to ProGuard’s base of independent and franchise dealers across the United States. ProGuard Warranty plans to introduce SnapCell’s simple to use, [online video capabilities](#) for automotive sales, service and business development centers through a discounted rate

[Click here to read full Press Release Page 9](#)

For more information about this video platform Contact Rob Shelton @ 865-221-1143

Nashville, TN	Issuing more temporary tags than allowed	\$2,000 civil penalty	5/15/2020
Antioch, TN	Issuing more temporary tags than allowed	\$1,000 civil penalty	5/19/2020
Knoxville, TN	Failure to maintain county business license	\$250 civil penalty	5/19/2020
Memphis, TN	Unlicensed activity	\$500 civil penalty	5/21/2020
Knoxville, TN	Failure to maintain temp tag log	\$1,500 civil penalty	5/27/2020
Nashville, TN	Engaging in false, fraudulent, or deceptive Practice (s)	\$10,000 civil penalty	5/28/2020
Knoxville, TN	Engaging in false, fraudulent, or deceptive Practice (s)	\$1,000 civil penalty	5/28/2020
Manchester, TN	Issuing more temporary tags than allowed	\$250 civil penalty	5/28/2020

5 Reasons Your Website Should Be ADA Compliant

- 1) ADA Compliance Increases Your Target Audience
- 2) ADA Compliance Improves Your SEO Efforts
- 3) ADA Compliance May Help Your Reputation
- 4) ADA Compliance Means Overall Better Website Usability
- 5) You Can Avoid Penalties

Is Your Website ADA Compliant?

[Click Here
For more Details](#)



DRIVE-OUT TAG LOG

A requirement of the Tennessee Motor Vehicle Commission for each licensee who utilizes temporary plates is to maintain a temporary tag log. You may download a copy of this form at <https://www.tn.gov/commerce/documents/regboards/mvc/forms/f1321501.pdf>. Failure to maintain a record of temporary tags may result in the assessment of substantial civil penalties, suspension or revocation of your motor vehicle dealer license. Electronic records of the tag log are acceptable and must contain the same information as found on the paper tag log.