

TENNESSEE DEALER NEWS

October 2020



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!

HAPPY FALL!



Get Your Auction
Discount Card
TODAY!

Benefit Card					
Good towards a buyers or sellers fee					
Auction	Auction	Auction	Auction	Auction	Auction
\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Jan. 2018	Feb. 2018	Mar. 2018	Apr. 2018	May 2018	Jun. 2018

CLICK HERE

THE PERFECT APPOINTMENT

Close Your Shown Appointments at 80%! Yes, top dealers really do enjoy 80%+ show rates and 80%+ close rates of their appointments by following The Perfect Appointment! In this updated version, Steve and the Undeniable Advantage Team show you what works for dealers and what doesn't work when enacting The Perfect Appointment in your [.....]



Top Digital Marketing
& Sales Trainer,
Steve Stauning

Short & Sweet Video
WATCH NOW



TAA membership does not cost

IT PAYS!

Join Today!

615-269-3433

Support our Auction Partners



Current Security Gate (Pick-Up) 8am-10pm
7 Days a week
Starting October 1, 2020
Hours will be Mon-Fri 8am-10
Saturday & Sunday 8am-4pm

OFFICE HOURS REMAIN THE SAME

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



Tuesday, October 6th

Simulcast Available: ⌚ 1d 3h 15m 20s

Sale EVERY Tuesday at 3:00pm

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

www.musiccityaa.com



Don't Miss Cartoberfest

October 14, 2020

Giveaways, brats, cars and more!

SALE STARTS AT 9:15

**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

SimCasts™ is Here!

Contact the office today to create an account to **Bid Online** and use our **Dealer Mobile App**!

Sale Day: Every Friday at 9:30am
(Licensed Dealers Only)

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

LONNIE COBB'S
DEALER CONNECT AUTO AUCTION
All Dealers Welcome.
Phone: 731-423-5551



Every Tue. At 4pm

50 Fiberglass Rd
Jackson, TN 38301
731-423-5551

Thanks to all the dealers
that support us!



Lonnie Cobb

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.



Specialized Insurance
For The Independent Auto Dealer

Est. 1995

901-756-5440



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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

800-873-2907

Protective

Asset Protection

Dealer Owned Warranty Company

800.794.5491

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

Fast Track Finance



Full Spectrum Lending

\$49 Per Month

615-972-9053

How's Your Service Department Doing? Why Customer Reviews Are More Important Than Ever

It's not news to anyone that Covid-19 has changed our world forever. It's changed the way we work, the way we socialize, and the way we shop. Like all other business sectors, the automotive world was rocked in early March when Covid started hitting the country hard. OEM brands like Toyota reported a 37% drop



4 Min Read
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Reading

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.

"Quality means doing it right when no one is looking."

-Henry Ford



-Author Unknown

Announcements



**ADESA MEMPHIS IS OPEN & HAVING IN LANE
AND ONLINE BIDDING!! 4 LANES RUN EACH WEEK.**

SEE DETAILS BELOW:

A Lane: GM Financial units (From 100-200 units each week)

B Lane: Dealer units (100+ each week)

C Lane: Avis Budget units (Around 100 each week)

E Lane: ALLY, American Credit Acceptance, & Miscellaneous Fleet Lease units (50-100 units each week)

E Lane at 11 am cst FCA Chrysler Closed Sale (60-100 units every other week)

ADESA MEMPHIS IS NOT CHARGING THE \$50 ONLINE FEE AT THIS TIME

Bid in lanes or from your phone or both!

It's worth the drive to come check us out!

Register now to start buying and selling vehicles at our auctions



Featured Consignors

- Acura Remarketing
- America's Car Mart
- Avis Budget Group
- Caprock Auto Remarketing
- Credit Acceptance/VRS
- Enterprise
- GTB
- Hertz
- Honda Remarketing
- Lendmark Financial
- Navy Federal Credit Union
- OneMain Financial
- PAR North America
- Remarketing of America
- TitleMax
- Wheels Exchange



Every Thursday

Fleet/Lease and Dealer Consignment at 9:30 a.m. CT

IN-OP sale at 8:45 a.m. CT

Bi-weekly on Thursday

Honda/Acura Remarketing – 9:30 a.m. CT, Lane A

Directions to this location

Sponsored by



TN DISCIPLINARY ACTION REPORT 2020

Motor Vehicle	Location	Violation	Action	Date
Motor Vehicle	Nashville, TN	\$5,000 civil penalty and \$200 costs	Engaging in false, fraudulent, or deceptive practice (s)	8/18/2020
Motor Vehicle	Sevierville, TN	\$1,500 civil penalty	Failure to produce business records	8/4/2020
Motor Vehicle	Madison, TN	\$5,000 civil penalty	Engaging in false, fraudulent, or deceptive practice (s)	8/14/2020
Motor Vehicle	Smyrna, TN	\$750 civil penalty	Expired county business license and employing unlicensed salesperson(s)	8/19/2020
Motor Vehicle	Knoxville, TN	\$250 civil penalty	Failure to maintain city business license	8/7/2020
Motor Vehicle	Cleveland, TN	\$500 civil penalty	Employing unlicensed salesperson(s)	8/19/2020
Motor Vehicle	Johnson City, TN	\$750 civil penalty	Unlicensed activity	8/3/2020

