



DEALERS RISK AND INSURANCE SERVICES

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A Valuable Partner for the Independent Auto Dealer

For the past several years, The Carolinas Independent Automobile Dealers Association (CIADA) has been aware of the increasing difficulties our members are experiencing in obtaining good, competitively priced surety bonds, garage liability insurance and other insurance products. Often the problem is not getting insurance but finding an insurance professional who can help the dealer understand the risks involved, the options available, and how to evaluate insurance solutions. We have included information on insurance in our educational seminars, on our website and in publications but we wanted to do more for our members. After many months of research and business planning, we are proud to announce an addition to our member services – DEALERS RISK & INSURANCE SERVICES!

DRIS is a full service insurance agency focused exclusively on the Independent Automobile Dealer Industry. DRIS was established to provide solutions to the business insurance issues faced by our members. You will find that DRIS is a different type of Insurance Agency. How are we different?

- DRIS is a subsidiary of the CIADA. Our primary purpose is to serve our members. It allows us to utilize the resources of the Association to help your business and enhances our ability to communicate and educate our Members about issues and products concerning insurance and risk management.
- DRIS is an Independent Agency. We align ourselves with insurance providers that offer the best solutions for our clients, and we will always have several carriers competing for your business. Our partnerships with insurance carriers will be established solely on how well our clients are being served.
- DRIS is a Business Partner, not a “bid supplier”. To deliver the best we have to offer our clients, we will need to know and understand your business. This will involve a commitment of time and information on both sides. If a Dealership is only looking for a quick quote to save a few dollars over their existing coverage or to “keep their current agent honest”; they best look somewhere else.
- DRIS knows the Automobile Dealer Business, but is IN the Risk Management Business. Transacting insurance is only one step in helping a business manage risk. We go beyond insurance placement by providing risk services that will actually improve your business. Services such as coverage audits, site inspections and education will help address problem areas before a loss occurs. That is what Risk Management is really about.
- DRIS is being developed on an entirely new business model. No other Independent Automobile Dealer Association has ventured into the Insurance and Risk Management Business in this way. With no other preconception except to serve our Clients, Members and Our Industry. We will continually develop and examine new products, services and other tools that will deliver real solutions for real issues.

We invite you to learn more about our exciting new resource for the successful Independent Auto Dealer. You can contact Leslie Waslo at the CIADA headquarters toll free at (800)432-4232 Ext. 110, via email at: lwaslo@theciada.com, or fill in the attached fax request and someone will contact you promptly.



Question: What do you get when you add
33
+ 25
+ 22

You are correct! 80 That's how many years the staff at Dealers Risk & Insurance Services has in the Insurance Industry.

Question: Do you want to put that 80 years of experience to work for your Dealership?

Then contact our office to get the **RIGHT ANSWERS!**

Fax this request to: Dealers Risk & Insurance Services
(800) 992-4232

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**YES!! PLEASE CONTACT ME TO DISCUSS HELPING
OUR DEALERSHIP.**

DEALERSHIP NAME: _____

CONTACT PERSON: _____

PHONE #: _____