



**Professionalism, Education, Unity**

**Your Collision Industry Association ...**

**Working For You Everyday ...**

**Please Join Us**



Professionalism, Education, Unity



The Indiana Autobody Association, IABA, is a not-for-profit association dedicated to Collision Industry Members and Consumers in the State of Indiana.

### Our Mission

The Mission of the Indiana Autobody Association, IABA, is to Promote Professionalism and Consumer Awareness of the Automotive Collision Repair Industry in the State of Indiana.

### Our Code of Ethics

- Conduct all business practices in a lawful and professional manner.
- Recommend only proper collision repair procedures and explain to the customer why these are required to correct the collision damage.
- Offer the customer a price estimate for the work to be performed.
- Obtain prior authorization for all work, in writing or by other means satisfactory to the customer.
- Notify customer if promised appointments or completion dates cannot be kept.
- Furnish an itemized list for all parts and services, priced fairly, which identifies and used or re-manufactured parts.
- Exercise reasonable care of the customer's property while it is being repaired.
- Maintain a system for fair settlement of customer's complaints.
- Cooperate with all established consumer complaint mediation activities.
- Maintain a high quality level of collision repair.
- Cooperate in a good business manner with insurance company representatives and make a sincere effort to provide available and affordable service to the motoring public.

### Why Be a Member ?

The first and foremost reason to be a member of the IABA is that it is the right personal and business decision. The IABA represents you, a collision repair industry in the State of Indiana, in national meetings and discussions such as ASA, Automotive Service Association, SCRS, Society of Collision Repair Specialists; CIC, Collision Industry Conference; NACE, International Autobody Congress and Exposition; and even I-CAR, Inter-Industry Conference on Auto Collision Repair. We are there to gather insight in issues and industry directions that can affect your business. We also provide input and information regarding these industry issues as well. We are there ... when you can't be !

Also to be a part of your industry's trade association is ensuring you get the latest information and direction our industry is moving. You can't get this from trade magazines or websites. As we grow, we also can provide influence in state and local issues, because as a group we can be strong !

Another reason to become a member is that it makes good business sense. We have already established benefits in the way of discounts and special programs that will pay for your membership ten times over ... in other words we ask you to give us a dime and we'll return you a dollar ...

### Why Won't You Join Us ?

## Membership Benefits

We are constantly looking for association benefits that can save you money or provide a product or service that improves your operation. We will continue to add member benefits as we move forward on a regular basis. Also being an affiliate association with ASA and SCRS, you are eligible for any ASA or SCRS Benefit programs as well for being a member of the IABA !

The following are a few of what we have to date:

### Credit Card Processing

- Great Rates - Free Equipment - PCI Compliant
- Reduction of costs or they will pay you \$500 just for your time !

### Business Insurance Programs

- Liability and Worker's Comp - Has saved our members \$\$\$ Thousands \$\$\$
- Rebate Program

### Member Anthem Health Insurance Program

- Rolling Out Beginning 2016
- Get a handle on your skyrocketing medical insurance costs

### A Shop You Can Trust Program

- Consumer Education, Shop Locator ([aShopYouCanTrust.com](http://aShopYouCanTrust.com))
- Show Your Prospective Customers You Qualify

### Training and Education

- Free Online Training - All NACE and CARS Programs from 2006
- Indiana IDEM Training
- VLIVE™ Quarterly Meetings with free Online Access

### Other Discount Programs

- Multiple Vendor Discounts that save more than your annual dues !
- Uniforms, Risk Management (Compliance), Accident Scene Phone App
- Payroll Processing, QuickBooks Support, Management Systems

This list is updated on our website in our "members only" area as they are finalized.

## Our Members Area Only Website – [www.iaba.info](http://www.iaba.info)

We have developed a very comprehensive "members only" area within our members website.

This area includes:

- Special members benefits and discount programs
- Industry Discussion Forums
- Industry Library with Industry News Worldwide
- Training Programs Calendar and Free NACE Training Programs
- Current Industry News

With all the benefits and features the IABA provides ...

**Why Won't You Join Us ?**

## Membership Dues

Dues are based on a monthly or annual payment option. Our dues structure is established based on Industry Segment and number of facilities.

Single Location - Collision Shops – Dealer or Independents	- \$ 395.00
Multiple Location Collision Shops – Dealer or Independents (2 facilities)	- \$ 600.00 *
Multiple Location Collision Shops – Dealer or Independents (2 – 3 facilities)	- \$ 750.00 *
Multiple Location Collision Shops – Dealer or Independents (4+ facilities)	- \$1000.00 *
Individual Educational – School Instructors or Trainers	- \$ 150.00
Out of State Membership - Facilities Outside the State	- \$ 250.00

\* All facilities must participate and become members within the State.

We also accept VISA, Master Card, Discover, and American Express for payment. Monthly dues options are direct billed to your credit card and authorized for 12 month periods. The monthly option is based on a monthly payment 1/10<sup>th</sup> the annual dues each of the twelve months on the 1st of each month.

## Sponsorships

We also have an Association Sponsorship Program in which anyone can participate to assist in the support of the association. These sponsorship levels are designed for all non-shop members. The work our association can do for its members can only be achieved through strong financial support from sponsors throughout the Industry.

The IABA has created a number of sponsorship levels to allow for this needed financial support.

Sponsorship Levels:	Bronze:	\$ 500.00
	Silver:	\$1000.00
	Gold:	\$1500.00
	Platinum:	\$2000.00

Each Sponsorship Level is listed on our website ... and announced at our association meetings.

Sponsors are recognized during each meeting and in various ways based on the Sponsorship Level. To learn more about our Sponsorships go to: [IABAsponsorships.com](http://IABAsponsorships.com)

*We also accept donations for specific causes or committees. We currently have several committees. Donations can be directed to be earmarked toward these initiatives.*

## Association Vision

When deciding the direction and emphasis our association is to go, it takes a vision and understanding of what we can or can not currently accomplish. There are many issues facing our Industry today and the near future such as the right to repair, steering of work, general market practices, shop certification and licensing, shortage of technicians, insurer owned shops, diminished value, total losses, insurer interventional, database integrity, fraud, etc ... We can not attack all these at once, but we can work to improve ourselves for the benefit of the customer, the vehicle owner and many of these will disappear.

This approach also allows us to gain support of the powerful consumer groups that can assist us in creating a level playing field where it does make a difference how the vehicle is repaired. This also clearly distinguishes the qualified shops to the unqualified legally to all work providers.

**Why Won't You Join Us ?**

## Director's Message

*When asked to lead this association beginning January 2005, it brought back the memories of when I held the local president position of the Independent Garage Owners of Indiana, IGO, as a shop owner in the late 1970's. It also brought back memories working with Automotive Service Council after the IGO of Indiana disbanded as both a shop owner and then an educator teaching I-CAR Programs throughout the State. These memories brought back many great memories and friendships I had established throughout those years.*

*In my current position having had countless opportunities to observe and work with shop owners worldwide since the IGO and ASC days, I can see and understand the new challenges our shops are facing everyday. To some it is like a silent killer like Diabetes, the changes in the business health are slow and methodical, but the diagnosis and treatment can easily be received if they only took the time to find out. But many shop owners have not taken the time, and to them what is happening to their business future seems like a heart attack. This reactionary view leads to even more complications and possible death. It simply does not have to be this way !*

*You have my commitment to make this association strong and healthy. I will provide along with a strong Board of Director leadership and efforts to improve our Industry through professionalism, education, and unity. I have served in many industry committees and been involved in the industry in many capacities since 1968. But I (we) can not do it alone !*

*There can not be those that ride the coat tails of those that make the commitment. We need your support by becoming a member, and we also encourage active membership opposed to just paying dues. We do understand that you have many commitments in business, family, and church. This we commend you for and ask that you do what you can, not what you believe we expect.*

*Together we can become strong and healthy as well as divided we will all fall. Please consider not only your future, but the Industry as well. The membership application is attached ... please make the correct choice for the Industry and your future.*



Tony Passwater

## Board of Directors

### Current IABA Board Members

President:	Debbie Moore - Diamond Collision	(317)272-6820
1 <sup>st</sup> Vice President	Doug Martin - Martins Body Shop	(812) 347-2944
2 <sup>nd</sup> Vice President	Todd Bonecutter - Glenbrook Collision Center	(260)481-2000
Treasurer	Becky Johnson - Brothers Body Shop	(765)342-2442
Past President	Mike Hartman - Hartman Auto Body	(260)837-2802

Our website includes e-mail and other information for the members as well as the general public.

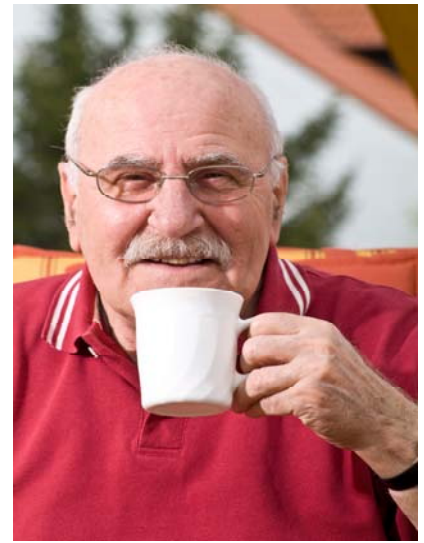
IABA  
PO Box 3424  
Carmel, IN 46082  
T: (317) 290-0611 x101  
F: (317) 290-0633

[Director@iaba.info](mailto:Director@iaba.info)

**Why Won't You Join Us ... Make a Difference ?**

For the price of purchasing a cup of coffee each day, the IABA performs valuable services for you, and provides many benefits for your business.

A number of these are behind the scenes where action is done, but your dues support our work for all in the industry.



### **What Do We Do ... On a National Level ?**

Represent Indiana Repairer interests at National Forums such as CIC, SCRS, ASA, AMI, NACE, SEMA, and I-CAR.

Active Member of the National Federation of Independent Businesses (NFIB)  
Active Member of the Better Business Bureau

### **What Do We Do ... On a State Level**

Active Supporting Business of Angie's List  
Partnering Member of CARS Co-operative  
Work with State Representatives to Facilitate Change  
Provide Independent and Accurate Labor Rate Survey Information  
Provide Insurance Rating Survey Information to Consumers to Know Which Insurers to Consider  
Provide Support to Consumers for Improper Vehicle Repairs and Claims Practices  
Provide an Open Conduit to Several Formal Complaint Systems Including the DOI, EPA, IDEM, and OSHA  
Hold Regularly Scheduled Meeting and Educational Events  
Active Partnering Member of the EPA GreenSweep Initiative for a Better Environment.

### **Member Benefits**

Liability and Worker Compensation Insurance discounted rates (Saving \$\$\$thousands for our members)  
Discounted Credit Card Processing Program  
Special CARS Co-operative savings and rebate programs  
Shop Listing in our Shop Locator.  
State-of-the-Art "Members Only Portal"

- Includes Free Educational Programs – NACE 2006 – 2011
- Additional Free and Discounted Business Webinars
- Member Industry Issue Discussion Forums
- Equipment, Job Posting, and Part for Sale Forum
- Member Library Filled with Industry Resources
- The BOSs™ Free Subscription (\$450.00/year value/shop)
- The Crash Network Weekly Newsletter (\$192.00/year value)
- I-CAR Equivalency Test Preparation Materials
- Webstore Discounted Pricing
- Special Sponsor Offers and Special Pricing
- Special Member Discounts on Many Services
- Free IDEM Rule 8-10 Certification Training



Qualify to be Part of Our Consumer Awareness Campaign ... **A Shop You Can Trust**

Your single shop annual dues of \$39.50 per month (\$395.00 annually)\* goes a long way in creating a better future for our industry in not only Indiana, but nationwide. What you receive in return far outweighs the costs.

So why don't you become part of our efforts ? Make a wise business decision to join us today and become part of the leading collision repairers in the Industry. Go to: [www.iaba.info](http://www.iaba.info)

\* Multiple shop dues are also discounted according to the number of facilities within Indiana.



# INDIANA AUTO BODY ASSOCIATION MEMBERSHIP APPLICATION

As a member of the Indiana Auto Body Association (IABA), I will abide by the Associations' bylaws and Code of Ethics. I understand that membership in the IABA is non-transferable and non-refundable. I also understand that IABA membership dues are deductible as a business expense for Federal income tax purposes, but are not deductible as a charitable contribution. I further understand that the name Indiana Auto Body Association and the IABA logo are registered trademarks and the property of IABA and should be used in accordance with the logo guidelines. **Please type or print legibly.**

### BUSINESS INFORMATION:

Name  Mr.  Mrs.  Ms. \_\_\_\_\_

Business Name \_\_\_\_\_

Street Address \_\_\_\_\_

City State Zip \_\_\_\_\_

Phone Number (\_\_\_\_\_) \_\_\_\_\_ Fax Number (\_\_\_\_\_) \_\_\_\_\_

E-mail Address \_\_\_\_\_ Number of Employees \_\_\_\_\_

Web Site Address \_\_\_\_\_ Birth Month and Day \_\_\_\_\_

Enrolled By (Name and Address) \_\_\_\_\_

### PRIMARY Segment (check one)

Independent  Dealer  Multiple Shop  Education  Industry Related

Date you started in business: \_\_\_\_\_

Do we have permission to fax and e-mail you IABA information?  Yes  No

### DUES

- Single Shop Location \$ 395.00 – Paid Annually \*
- Multiple Shop Location (Send facility Information and Contacts by e-mail)
- 2 Facilities in Indiana \$ 600.00 – Paid Annually \*
- 3 Facilities in Indiana \$ 750.00 – Paid Annually \*
- 4+ facilities in Indiana \$1000.00 – Paid Annually \*
- Individual Education Membership \$ 150.00 – Paid Annually \*
- Out of State \$ 250.00 – Paid Annually \*

\* Annual Dues Payments are due based on approval date. Delinquent Accounts (30 Days) will be assessed \$150.00 each year dues not paid. Note: All Locations within Indiana must become members. Dues is based on the number of facilities within the State.

**Check (Payable to: IABA)**

**Credit Card:**  American Express  MasterCard  Visa  Discover **Automatic Monthly Payment Only \*\***

\*\* Monthly Auto Pay option is based on 10% of Annual Dues paid for each month. (Example Single Shop = \$39.50 each month)

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ CVC Code: \_\_\_\_\_

Please bill my credit card for the dues indicated above ongoing as monthly dues. By checking this box  I also authorize automatic, monthly or annual renewal of my membership until such time that I cancel in writing.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Just like good tools and equipment, IABA membership can be a valuable investment.**

**COMPLETE THE MEMBERSHIP APPLICATION AND RETURN IT WITH APPLICABLE FEES**

**IABA ... PO Box 3424 ... Carmel ... IN ... 46082 ... T: (317)290-0611 x101 ... F: (317)290-0633**