



# NATIONAL AUTOMOBILE DEALERS ASSOCIATION

## Application for Enrollment — 2012 Calendar Year

*Profitability Through Knowledge*

**Address:** 8400 Westpark Drive  
McLean, VA 22102

**Telephone:** 703.821.7216  
800.557.6232 x2

**Fax:** 703.245.5258

<b>INDICATE THE PROGRAM PREFERENCE</b> <input type="checkbox"/> Dealer Candidate (Successor) <input type="checkbox"/> General Dealership Management <input type="checkbox"/> ATD Heavy Truck	<b>INDICATE THE START MONTH PREFERENCE</b> <input type="checkbox"/> January (GDM, DCA) <input type="checkbox"/> February (GDM, DCA) <input type="checkbox"/> May (GDM, DCA) <input type="checkbox"/> June (ATD, DCA) <input type="checkbox"/> September (GDM, DCA) <input type="checkbox"/> October (GDM, DCA)
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### APPLICANT INFORMATION

PREFIX	FIRST NAME	MI	LAST NAME	SUFFIX
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Mr., Ms., Mrs.

**EMAIL ADDRESS**

Academy uses email to communicate time-sensitive, critical materials to students during the application and enrollment period. Provide an email address that you check regularly.

**STREET ADDRESS (HOME)**

**CITY**

**STATE**

**ZIP CODE**

**EMERGENCY CONTACT**

**COUNTRY (OTHER THAN US)**

**RELATIONSHIP TO SPONSOR**

- Daughter     Spouse     Other  
 Son     Employee

**CELL PHONE**

**INTERNATIONAL PHONE # (IF OTHER THAN US)**

### SPONSOR INFORMATION

PREFIX	FIRST NAME	MI	LAST NAME	SUFFIX
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Mr., Ms., Mrs.

**EMAIL ADDRESS**

Dealer Academy uses email to communicate time-sensitive, critical materials to sponsors during the application and enrollment period. Provide an email address that you check regularly.

**STREET ADDRESS (BUSINESS)**

**CITY**

**STATE**

**ZIP CODE**

**BUSINESS TELEPHONE**

**COUNTRY (OTHER THAN US)**

**CHECK ONE**

- NADA Member  
 Nonmember

**CELL PHONE**

**INTERNATIONAL PHONE # (IF OTHER THAN US)**

\*NADA Membership or International Affiliation is a requirement for enrollment. For Membership information phone 800-557-6232 x1

### SPONSORING DEALERSHIP Dealership providing Financial Statement, In-dealership Analysis, and work experience upon enrollment.

**DEALERSHIP NAME**

**STREET ADDRESS**

<b>CITY</b>	<b>STATE</b>	<b>ZIP CODE</b>
<input type="text"/>	<input type="text"/>	<input type="text"/>

<b>DEALERSHIP PHONE</b>	<b>DEALERSHIP FAX</b>
<input type="text"/>	<input type="text"/>

**DEALERSHIP WEB SITE**

List all makes sold at sponsoring dealership \_\_\_\_\_

What financial statement will the student be using in class? (Example: GM, Ford, Toyota, Mack etc.) \_\_\_\_\_

What is the applicant's current job title in the sponsoring dealership? \_\_\_\_\_

I have carefully reviewed all of the information requested in this application and I have answered fully and honestly to the best of my knowledge. If admitted, I will devote my full attention and abilities to the Academy curriculum, maintain appropriate standards of behavior at all times during my enrollment, and not interfere with the employment relationships of other students.

\_\_\_\_\_  
Applicant Signature

\_\_\_\_\_  
Date

I certify, to the best of my knowledge, the above information is true. I further certify that I am willing to bear the costs of tuition and travel for this program. I will provide financial statements and the opportunity for practical in-dealership experiences according to the requirements of the Academy.

\_\_\_\_\_  
Sponsor Signature

\_\_\_\_\_  
Business Title

### FEES AND TUITION

- Application/Admission Fee ..... \$1,000\*
- Tuition (Travel, room, and board not included) ..... \$8,570  
(Fees to be paid in US Dollars)

**Total Fees and Tuition Due ..... \$9,570**

\*Application/Admission Fee is nonrefundable.

### In-Dealership consultation (Optional)

Yes  No.....\$2,500/per-day

### REGISTRATION PROCESS

Step #1: Students apply for the program of study and indicate the preferred start month on the application for enrollment.

Step #2: Upon acceptance into the Academy, the applicant is enrolled into a program class with consideration of the preferred start date and in compliance with the Federal Trade Commission's Antitrust Laws.

Step #3: Upon receipt of the full tuition payment, a student identification number is assigned and registration is complete.

### DISCONTINUATION AND REFUND SCHEDULE

DATE LETTER IS RECEIVED	TUITION APPLIED	**TUITION REFUNDED
On or before (Financial Management Start Date)	\$3,190	\$5,380
On or before (Fixed Operations 1 Start Date)	\$4,535	\$4,035
On or before (Fixed Operations 2 Start Date)	\$5,880	\$2,690
After (Fixed Operations 2 begins)	\$8,570	\$0

\*\*Tuition refund based on full balance of \$8,570 being paid prior to course start date.

**PAYMENT METHOD:** All payments must be made in US funds.

- Payment may be made by credit card (VISA, MasterCard, or American Express) or by check made payable to NADA Academy.
- The one-time non refundable application/admission fee of \$1000 is due at the time of application.
- Tuition is due at least 45 days prior to the start of the first class. If payment is not received 45 days prior to the start of the first class, the seat will be made available to a student on the waiting list for the class.

### PAYMENT INFORMATION

- VISA                       MasterCard                       AmEx  
 Check                       Money Order

CARD NUMBER

\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|\_\_\_\_\_|

PRINT NAME AS IT APPEARS ON CARD

\_\_\_\_\_

EXPIRATION DATE

\_\_\_\_\_|\_\_\_\_\_|/\_\_\_\_\_|\_\_\_\_\_|

AMOUNT \$ \_\_\_\_\_

CARDHOLDER SIGNATURE

\_\_\_\_\_

CARDHOLDER E-MAIL

\_\_\_\_\_