

SADA

September  
2018



BY BARBARA ROTHSCHILD

### September is going to be a very busy month!

Now that the summer is winding down, September looks to be a very busy month for the SADA and our members.

### NYS DMV VERIFI



VERIFI is scheduled to kick off in mid-September. Our members took part in a seminar in June and we have had subsequent calls and questions about the new system. We are fortunate that Tim Furlong, Regional Director of Vehicle Safety, will be working with us on any issues that arise for our members. We will keep you posted on any additional information that pertain to VERIFI.



### Charity Preview Kick Off Luncheon

On September 18<sup>th</sup>, we are officially kicking off of the 21<sup>st</sup> Annual Charity Preview with a luncheon. There are 13 charities participating, the charities goals are \$278,000. The committee headed by Gino Barbuto and Jim Barr has already raised \$92,260 in underwriting for the event.



Members have been invited to the Cavalry Club on Monday, September 24<sup>th</sup> for our annual dinner. Senator John DeFrancisco and his wife, Linda, will be joining us. This is our opportunity to thank him for being a wonderful advocate for our members and a great representative for this community. The evening will be very special with a great menu and dinner with the best people in town.



## Title Clerk Training

On Tuesday, September 25<sup>th</sup>, we will host a Title Clerk training session with Jennie Leone, who has provided this service to us in the past. Attendees will receive a 3 ½ hour class that will include a manual and lunch. Information has already gone out to our members. There have been quite a few inquiries about training for title clerks and it is a perfect opportunity to have another dealership employee learn this valuable position. The training will include information about the new DMV VERIFI that is going into effect this Fall. Denise Beard has sent this information to you and we urge that you sign up.



Have we got great news for you and your employees! As a member of SADA you have the opportunity to apply for personal insurance products from The Paul Revere Life Insurance Company! These benefits can enhance your current benefits portfolio and can be customized to fit your individual needs. Also:

- Coverage's are available for employees *and* their family, with most products.
- You will enjoy the convenience of premium payment through payroll deduction.
- You will have the ability to take most coverages with them if they change jobs or retire.

**Accident Insurance** – helps offset the direct and indirect expenses such as deductibles, co-payments and other costs not covered by traditional health plans.

**Specified Disease for Cancer/–** helps offset the out-of-pocket medical and indirect nonmedical expenses related to critical illness that most medical plans may not cover.

**Short term Disability Insurance (Paycheck Protection)** – helps offset financial losses that result when employees are unable to work.



**Term Life Insurance/Whole Life** – helps provide financial security for family members and allows employees to tailor their protection to help meet their individual needs.



**Life Insurance...**

**What Kind Do I Need???**

<p><b>Permanent Insurance:</b></p> <ul style="list-style-type: none"> <li>• Permanent Coverage</li> <li>• Lifelong protection</li> <li>• Cash Value</li> <li>• Dividends (Participating Companies)</li> <li>• Cash Value accumulates on a tax-deferred basis</li> </ul>	<p><b>Term Insurance :</b></p> <ul style="list-style-type: none"> <li>• Protection for a specific period of time</li> <li>• Pays a benefit only if you die during the "term"</li> <li>• No Cash Value</li> <li>• Lower Cost</li> </ul>
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*Own Coverage or Rent Coverage*

Contact Pam and Denise, 315-474-1041 to schedule QUARTERLY enrollments for all your NEW employees.



## SADA RECEIVES ANOTHER HAZARDOUS ABATEMENT BOARD GRANT FOR OSHA TRAINING

We have again been awarded a Hazardous Abatement Board Grant for OSHA Training for our members. This enables us to have safety engineers come into your dealership and do OSHA training for your employees. We have had dealerships be required to do this type of training by insurance companies and we provide this service to our members at no cost. Each topic will remain one hour in length. The subjects for the 2018/2019 grant year are:

- Work Place Violence
- Electric safe work practices
- Back injury prevention
- Welding and compressed gasses
- Hand & Power tool safety

In addition, we will also be having a four-hour Haz Mat Certification, date and location for this will be announced.

Pam Whitmore has reached out to you with the information for the 2018/2019 year's grant subjects. Be sure you take advantage of this important service that we provide, spots fill up very quickly!



## SADA invited Jason Banuski of HR ONE to discuss Anti-Harassment Laws in the Workplace

In Spring 2018 as part of the state budget, New York Governor Andrew Cuomo signed a new law designed to prevent sexual harassment in the workplace as well as regulate how employers handle reported instances of harassment. The law mandates all employers in New York provide employees with in-person annual sexual harassment training and written anti-harassment policy to employees in advance of October 9, 2018. All employees must be trained on this policy.

Jason Banuski came to the SADA office and spoke to members regarding this new law. The presentation was insightful and impactful. As part of your SADA membership we have negotiated a special reduced rate for training and policy review/implementation related to this new law that goes into effect October 9, 2018.

Please contact the SADA office at 315-474-1041 for a copy of the presentation as well as the contract agreement for training and policy review, if interested.

Please remember: If you do not have HR ONE do your training and policy review/implementation that it is still **MANDATORY** and must be done no later than October 9, 2018.



Are you running out of room??? Do you feel like you need a new building just to house all your deal jackets, RO's and other key paperwork? Have you heard about DealerDOCX?

*DealerDOCX specializes in secure end-to-end Cloud-based document management solutions and scanning as a service for the Automotive industry. We take the boxes, filing cabinets, and storage rooms of deal jackets, ROs, and other key paperwork that you're required to hold onto, and move every page to the Cloud. With our main scan center, we support our clients across the Northeast, New England, Mid-Atlantic, Southeast, Midwest, and beyond, our goal is to save your dealership time, space, and money through high-performance electronic document management.*

Contact Pam at SADA, 315-474-1041, to learn more and schedule an in-office demonstration of just how beneficial, quick, easy and inexpensive this service can be.



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