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PRESIDENT'S MESSAGE



Dear Kentucky Dealers,

As we enter the season of gratitude, I'm reminded of just how fortunate we are to be part of such a strong, dedicated community of automotive dealers. Every day, Kentucky's dealers go above and beyond — serving customers, supporting employees, and giving back to their communities in ways that make a real difference.

November gives us a moment to pause and reflect on all that we've accomplished together this year. From navigating challenges in our industry to celebrating successes and milestones, we've proven once again that resilience, innovation, and teamwork drive our success. I'm deeply grateful for your continued engagement, your advocacy, and your commitment to doing what's right — for your businesses, your employees, and your customers.

This November we had the privilege of getting together with our Board at our Annual Meeting, as well as with dealership staff at our Title Clerk and Dealership Operations workshops. We wrapped up two truly exceptional days of educational workshops, and the energy could not

have been better. Participants engaged deeply with each session, gaining practical insights, fresh perspectives, and new tools they can take straight back to their dealerships. The collaborative atmosphere, thoughtful questions, and enthusiasm for learning made this event stand out as one of our strongest yet.

Looking ahead, I'm filled with optimism. The road before us will always bring new opportunities and new challenges, but I'm confident that our shared values and collective strength will carry us forward. Together, we'll continue to build a bright future for Kentucky's automotive industry. Wishing you, your families, and your teams a season filled with gratitude, good health, and hope.

Onward!



News



**New EEOC Guidance
on Discrimination**



**Making Sense of
Google's New
Transparency Rules**

Last week, the US Equal Employment Opportunity Commission issued new educational materials related to national origin discrimination on the workplace. In particular, the EEOC emphasized that national origin discrimination involves treating workers unfavorably or favorably because they are from a particular country or part of the world.

[Read more here](#)

This month, KADA Preferred Partner ComplyAuto sheds light on Google's New Transparency Rules, revised its standards for digital ads that feature pricing

ComplyAuto provides a detailed explanation of what changed for dealers and why it matters, along with insights on the rule and tips for staying compliant.

[Read More Here](#)



October 2025 Sales Report

KADA Preferred Partner Cross-Sell offers interesting insights on October sales trends, which saw slight a slight decrease in year-over-year averages.

To get the details on this data, as well as sales trends by line make, click below.

[Read more...](#)



Year-End is Almost Here!

As we approach year-end, remember that you have corporate governance obligations to keep in mind, including to make sure that your organization's board has conducted its annual meeting, and that there are minutes reflecting that meeting. Likewise, the FTC requires an annual report on information security practices. Don't forget these items that are easily forgotten, but very important!



Upcoming Webinar: Automate Your Compliance Reviews

ComplyAuto CEO Chris Cleveland and COO Andy Graff invite you to join them on December 4th, 2025 at 1pm ET for a free webinar focused on efficiency, accuracy, and



Don't Get Rejected!

KADA Preferred Partner Vitu has some important tips to help you avoid transaction rejections based on mismatched evidence.

automation in your F&I department.

DealCheck Ai is the premiere AI-powered tool in F&I, completing hours of work in just seconds.

[Register Here!](#)

By reviewing thumbnail images, you can make sure you are attaching the correct scans to your submissions, avoiding rejections and improving your workflow!

[Learn More...](#)

Congratulations Vickie Fister!



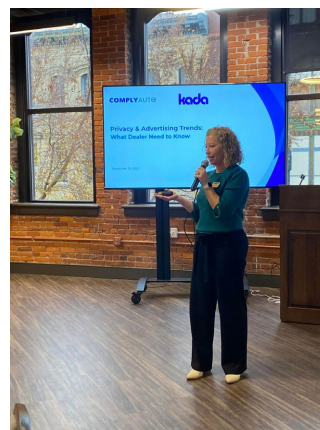
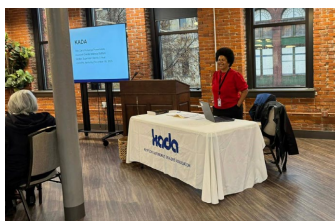
We are proud to announce that our very own Vickie Kain Fister has been chosen to represent Kentucky's automobile dealers on the National Automobile Dealers Association (NADA) Board of Directors! This appointment is a tremendous honor—not only for Vickie herself, but for Jack Kain Ford and our entire dealer community—and reflects the confidence and respect she has earned throughout her years of

service to our industry. She is following in the footsteps of her father, the late Jack Kain, who served as Kentucky's NADA Director from 1995 to 2016 and is no doubt cheering her on.

Beyond her professional accomplishments, Vickie is widely admired for her integrity, optimism, and unwavering commitment to service. She approaches every challenge with a grounded sense of purpose and a sincere desire to make a positive impact—qualities that will undoubtedly serve her well in this new role. We extend our heartfelt congratulations to Vickie as she begins this important chapter. We look forward with great enthusiasm to the leadership, advocacy, and vision she will bring to the NADA Board on behalf of the Commonwealth!

KDU November Workshops

Thanks to all the dealership Title Clerks, Controllers, GMs, HR Managers, and others who took time out of their work week to attend our Kentucky Dealer University workshops on November 18 and 19! From expert-led discussions to hands-on training, each workshop delivered meaningful value and sparked conversations that will continue well beyond the event. We're grateful to everyone who joined us and helped make these two days so productive, energizing, and impactful.



Upcoming Educational Opportunities

Kentucky Dealer University is your one-stop shop for educational opportunities that recognize the breadth of your dealership. From sales to service to parts, our offerings can help your staff find guidance and stay up to date on the topics impacting business in the Commonwealth. We have both in-person workshops and virtual classes throughout the year so you can find the right programming for you and your staff!

SLEIGH THE SCAMMERS



**PREVENTING AND
DETECTING FRAUD IN
YOUR DEALERSHIP THIS
HOLIDAY SEASON**

★ FREE FOR
KADA MEMBERS | 10 AM

DECEMBER 4, 2025

REGISTER: www.kyada.com



Register Here!



COMMUNICATIONS & MARKETING VIRTUAL CLASS

JANUARY 21, 2026 • 10AM

Whether you're looking to elevate your social media game, build stronger customer relationships, or position your dealership as a trusted community leader, this course delivers practical strategies tailored to today's automotive retail world.

[Register Here!](#)

New Members

Allied Member:

Strolid, Inc.
Jason Branham: jason@strolid.com
404-539-1206



ELT NEWS & UPDATES

THE LATEST ELECTRONIC LIEN &
TITLING TIPS AND INFORMATION

KyELT has seen massive growth and is getting better and faster every day, thanks to the hard work of dealers, county clerks, the KAVIS team, and our partners CHAMP Titles and Vitu.

On average, turnaround times for KyELT are under 1.5 days from submission to approval. This is a statewide average, with many counties averaging under a day! More transactions are becoming available electronically every month. We are pleased to announce that **the KAVIS team at KYTC has integrated KAVIS and KyELT for dealer assignments, meaning county clerks can turn these around even faster.** In the coming weeks, we will see transfers integrated, which will likewise positively impact turnaround times.

If you're not already using ELT, you can reach out to any of the below Vitu contacts below to get started!

Vitu office: 502-209-8705

Zach Newsom: 317-919-8697

Stephanie Riddle: 502-330-9311

Jessica Goetzinger: 502-321-4963

Congratulations to this month's top 5 transaction leaders!

1. Dan Cummins Chevrolet Buick
2. Jeff Wyler Honda
3. Oxmoor Toyota
4. Toyota South
5. Don Franklin Somerset



CLERK'S CORNER

KY County Clerk News & Updates

As KyELT grows across the Commonwealth, we'd like to express our appreciation to Kentucky's County Clerks for their role in making KyELT such a success!

We'd like to highlight this month's County leaders with the fastest average transaction turnaround time- with each averaging less than one day turnaround time! **We are thrilled to highlight TEN Counties this month who are averaging less than one day turnaround time while**

also approving more than 100 KyELT transactions for the month.

If you do business in or have customers residing in these counties and are not using KyELT, consider doing so to take advantage of these fast processing times!

- Marshall County - 0.56 days**
- Carroll County- 0.59 days**
- Muhlenberg County- 0.68 days**
- Bullitt County- 0.69 days**
- Campbell County- 0.74 days**
- Boone County- 0.74 days**
- Daviess County- 0.77 days**
- Boyd County- 0.87 days**
- Grant County- 0.92 days**
- Jessamine County- 0.94 days**



Upcoming Events

December

4

[KDU Fraud Prevention Virtual Class](#)

Via Zoom

Save your dealership from the grinchers looking to steal your Christmas, or at least your inventory.



January

21

[KDU Marketing and Communications Virtual Class](#)

Via Zoom

Get the tools you need to make the best use of your marketing budget and communicate to the right customers in the most effective way.



February

3-6

[NADA Show Las Vegas](#)

Las Vegas, NV

Attend the biggest industry event of the year and celebrate Kentucky's Time Dealer of the Year, David Moore!



February

12

KADA Board Meeting

Frankfort Country Club- 3 PM

Our Board will meet to discuss legislative priorities and other important industry initiatives.



February

12

KADA Board Meeting

The Foundry on Broadway

5:30 PM

Meet with policymakers to discuss the issues that matter to car dealers and businesses in the Commonwealth. There's no better way to make your voice heard!



KADA Family Convention 2026

2026 KADA Family Convention



Join us for three days of fun, networking, and learning at our Annual Convention! Bring your family along to enjoy the luxurious Nemaocolin Woodlands Resort.



Register today!

June 14-17, 2026
Nemaocolin Woodlands Resort
Farmington, PA



Kadet



Join our President's Club

Join the growing list of your peers below in the KADET President's Club, and be recognized for making the maximum contribution to support the future of our industry.



Melissa Peach

Kentucky's auto dealers need a strong, unified voice in the policymaking process. But that voice is only as powerful as the relationships we build with legislators who understand our businesses and fight for the issues that matter most to us.

Your KADET contribution directly fuels those efforts—supporting lawmakers who champion pro-dealer policies, defend our rights, and help ensure a stable, pro-business future for dealerships across the state.

Make Your Online Contribution!

Thank You 2025 President's Club Members



Thank You 2025 Next Gen President's Club Members

kadet next gen

PRESIDENT'S CLUB



Bob Hook III



Alex Pogue



Deborah
Renshaw Parker



Phillip Gill



Andrew Gill

DONATE HERE:



AND



If you haven't signed on already, now's your chance to participate in our incredible initiative alongside Kosair for Kids! This organization has been serving and advocating for children in all counties across the state for over a century.

We've teamed up with them so that you can get involved and make a difference for Kentucky's kids in a way that works for you.

Option 1: Contribute \$1 for every car sold at the end of each month;

OR

Option 2: Contribute a flat amount of your choosing each month.

All you need to get started is to reach out to Kosair's Jason Wilson (not KADA's Jason Wilson) at jwilson@kosair.org or 502-939-8563. He can get the information from you that Kosair needs to get started and send monthly invoices if that is what works best for your dealership.

To learn more, visit kosair.org/kada

Join your fellow dealers below and make an impact!



Kentucky

Dealers in the community



Dealer Highlight: Nicholasville CDJR & Toyota on Nicholasville

This month, we are shouting out the work of Nicholasville CDJR and Toyota on Nicholasville, who are hosting a clothing drive throughout the month of December to help

Jessamine County students in need.

We love seeing this community involvement from our members, and we know this is one of so many initiatives going on across the Commonwealth thanks to the generosity of dealers.



Every day, dealers are making an impact on their local community, and we'd like to highlight what you're doing. From volunteering, to donations, to charity events, we want to hear about how your dealership is giving back. Please email Penny Faulconer at pfaulconer@kyada.com with your stories that we can share.



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