



THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

WANADA Bulletin # 14-22

August 3, 2022

WANADA Flu Shot Program Now Open
Get Ready for the WANADA Annual Meeting!
From MADA: Temp Tag Update for Titles on Lien Release
From NADA: Enforcement of TiC Rules Began July 1, 2022
Registration for 2023 NADA Show Now Open

WANADA Flu Shot Program Now Open

Registration is now open for WANADA's seasonal flu shot program for dealership employees.

WANADA's flu shot program will be available on-site at WANADA dealerships and administered by Farragut Medical & Travel Care. The on-site service will be available for adults aged 18 and older.

The fee will be \$36 for the vaccine with a minimum of twenty (20) participants required at each location. Locations with less than 20 participants will be billed as if 20 doses of vaccine were administered. The difference will be billed at a rate of \$30 per dose.

As usual, adults 65 and older have a choice of getting the high-dose flu shot, which offers better protection against the flu compared with the regular shot. The fee for the high dose shot will be \$75. Human immune defenses become weaker with age, which places older people at greater risk of severe illness from influenza. In addition, aging decreases the body's ability to have a good immune response after getting influenza vaccine. A higher dose of antigen in the high-dose vaccine gives older people a better immune response against the flu. Data have shown that that leads to greater protection against influenza.

To have your dealership participate, please register online at <https://www.farragutmedical.com/flu-clinic-request/>. Alternatively, you may call Farragut Medical at 202-775-8500. Please leave a message with our front desk and your call will be returned. With the popularity of this program, you are encouraged to register early to guarantee the date of your choice. Any request received after August 31 may be subject to vaccine availability.

Farragut Medical will begin conducting on-site visits starting October 1. All scheduling will be done by Farragut Medical upon submission of your registration. Farragut Medical will contact the dealer's designated representative with the scheduled date/time and forward all appropriate forms. Farragut Medical will invoice the dealership directly for all flu shots administered via the program, subject to the 20-dose minimum.

If you have any questions, please contact the WANADA Insurance Department at (202) 237-7200.

Get Ready for WANADA Annual Meeting!

Currently slated for the evening of November 9 at Columbia Country Club in Chevy Chase, MD, the 2022 WANADA Annual Meeting will be a departure from previous formats.

“We want to change it up every few years,” said WANADA President & CEO John O’Donnell. “The Ritz in Tysons Corner will likely continue to be our standard destination, but we wanted to gather everyone for an elevated experience now that the pandemic seems to be well and truly behind us.”

The evening will begin with a 5:00 p.m. networking reception, followed by dinner, business and entertainment from 6:00 – 8:00.

Confirmed speakers include leading auto industry analyst Glenn Mercer and comedian Tom Shillue.

Glenn Mercer is a well-known automotive industry analyst with decades of experience, first consulting with McKinsey & Company and as an independent contractor, writer and speaker since 2006. Well-traveled on the dealer circuit, Glenn will be familiar to many of WANADA’s members, as he is a regular at the NADA Show and has spoken to the WANADA Board as well. He is an advisor to numerous investment firms, notably Greenbriar, Baillie Gifford, and currently Alliance Bernstein; also academic entities (e.g. IMVP), and others (e.g. the Automotive X Prize).



Glenn Mercer



Tom Shillue

Current host The Quiz Show and UN-PC on Fox Nation, Tom Shillue frequently appears on The Greg Gutfeld Show and The Five on Fox News Channel. Tom has appeared in his own Comedy Central Stand-Up Special, on The Late Show with Stephen Colbert, Conan, Late Night, Last Comic Standing, and was a correspondent on The Daily Show. Tom frequently appears on The Tonight Show Starring Jimmy Fallon as part of “The Rag Time Gals,” Jimmy’s barbershop quartet, performing alongside such guests as Justin Timberlake, Kevin Spacey, Steve Carell, Sting, and Tina Fey. The Gals’ videos have been viewed over 50 million times! Tom’s first book, *Mean Dads For A Better America: The Generous Rewards Of An Old-*

Fashioned Childhood, was released on Harper Collins’ Dey St. Books. You can currently see Tom perform in theaters across the US, with Greg Gutfeld, on The Gutfeld Monologues Live Tour.

Save the Date for the WANADA Annual Meeting today and registration details will be forthcoming soon. There are still several sponsorship opportunities available at \$5,000 per sponsor, which includes a table of ten. If you are interested in a sponsorship, please contact Bob Storin at rs@wanada.org.

From MADA: Temp Tag Update for Titles on Lien Release

Effective immediately, dealers can now issue 60-day temporary tags during the 5-day title hold period pending the release of a lien.

Previously, when a dealer acquired a vehicle, and the lien was in the process of being paid off; a temporary 5-day hold was placed on the vehicle record which prevented the issuance of a 60-day temporary tag. We are happy to advise the 5-day hold is no longer in place and you can now issue 60-day temporary tags.

MADA advocated strongly on behalf of the dealers to get the MVA to update their system and address this issue, and we hope this solution will be a benefit to all of our members as well.

From NADA: Enforcement of Transparency in Coverage (TiC) Rules Began on July 1, 2022

In November 2020, the U.S. Departments of Health and Human Services, Labor and the Treasury (Departments) finalized a set of [TiC \(Transparency in Coverage\) Rules](#) requiring that non-grandfathered dealership group health plans and health insurance issuers offering non-grandfathered coverage disclose:

1. Negotiated in-network rates for covered items and services;
2. Out-of-network allowed amounts and billed charges for covered items and services; and
3. Negotiated rates and historical net prices for covered prescription drugs. *This mandate has been delayed pending further rulemaking.*

For plan years beginning on or after January 1, 2022, required TiC disclosures generally must be made on public websites using three separate machine-readable files.

For most dealerships offering group plan insurance coverage, there are no direct TiC compliance obligations as they are the responsibility of their health insurance carriers. Dealerships offering self-insured health plans must link to the machine-readable files listed above on their public facing websites, in a location where login credentials aren't necessary.

NADA believes that most dealerships and their health insurance providers or administrators are complying with the TiC requirements. For those seeking additional information, please review these [FAQs](#) and/or contact the WANADA Insurance Department at 202-237-7200.

Registration for the 2023 NADA Show Now Open

The National Auto Dealers Association (NADA) recently announced that they are ready to make a big splash at the next NADA Show. Mark your calendars and plan to join us for the Auto Industry Event of the Year — January 26–29, 2023 — in Dallas.

Dealers and managers can expect an exciting and engaging event: four days packed with outstanding networking opportunities, world-class education, an unparalleled Expo and more. For WANADA members, this is an even more significant Show, as WANADA's own Geoff Pohanka, currently the Vice Chairman of NADA, will be formally taking the reins as Chairman.



[Click here](#) for attendee registration and housing and to sign up to receive more information about NADA Show 2023.

The WANADA Bulletin is Sponsored by the Following Kindred-Line Members:

