

## *Join our workers' compensation program & support CADA*

**Our Workers' Compensation Program through Wells Fargo Insurance Services and Pinnacol Assurance provides direct financial support to your industry association.** With numerous legislative battles on the horizon—including Governor Ritter's recently announced Climate Action Plan—this support is needed now more than ever.

Joining our program:

1. Requires no effort on the part of you or your staff,
2. Requires no additional monetary outlay and in most cases **saves you money!**

The CADA Workers' Compensation Program is administered through **Wells Fargo Insurance Services** – and unlike any other programs with Pinnacol in which you may currently be participating, this program results in direct support to your industry. Wells Fargo Insurance Services refunds a portion of their commissions to CADA. This is an easy way that you can contribute to the value that your association delivers for you, including the following:

- Legislative and regulatory advocacy and updates
- Political Action Committees (PACs)
- Industry public relations and civic involvement
- Employment law counseling (through MSEC)
- Training seminars and programs
- Legal and litigation updates
- Statistical reporting / studies (Auto Outlooks / Economic Impact Study)
- Member events / annual golf event
- Communications: Open Road weekly e-newsletter and monthly CADA Bulletin

**This year more than ever, CADA will need all of the financial support possible to ensure our industry is heard and properly represented at the state legislature.**

CADA leadership and management have created a business model that relies very little on **membership dues—less than ten percent of total revenue.** To earn non-dues income, we rely primarily on endorsed vendor programs such as the one with Wells Fargo Insurance Services / Pinnacol—and your support of these programs.

The CADA members in our program have earned generous dividends while receiving industry leading claims and loss control services. A history of dividends over the past five years is below (payment years lag due to the added timeframe necessary for all losses to be incurred and reported):

### **CADA Total Dividend History – Past Five Years**

| <u><i>Dividend Period</i></u> | <u><i>All Dividends Paid</i></u> | <u><i>Top Dealership Group Check for the Year</i></u> |           |
|-------------------------------|----------------------------------|---|-----------|
| 2005 - 2006                   | \$614,033                        | <b>Stevinson Group</b>                                | \$103,573 |
| 2004 - 2005                   | \$233,735                        | <b>Moreland Dealerships</b>                           | \$ 41,762 |
| 2003 - 2004                   | \$429,637                        | <b>McDonald Automotive Group</b>                      | \$ 45,363 |
| 2002 - 2003                   | \$ 21,177                        | <b>Glenwood Springs Ford</b>                          | \$ 6,780  |
| 2001 - 2002                   | \$ 62,903                        | <b>Al Serra &amp; Team Chevrolet</b>                  | \$ 27,803 |

Help us help you by supporting *your* association through this program. For more information concerning the CADA Workers' Compensation Program, please contact me directly; or Denny Weber or Dave Campbell at Wells Fargo Insurance Services at 800.332.9256.