

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	Stevinson Group	\$103,573
2004 - 2005	\$233,735	Moreland Dealerships	\$ 41,762
2003 - 2004	\$429,637	McDonald Automotive Group	\$ 45,363
2002 - 2003	\$ 21,177	Glenwood Springs Ford	\$ 6,780
2001 - 2002	\$ 62,903	Al Serra & Team Chevrolet	\$ 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.