



ACADEMY

2022 Academy Program Application

ALL FIELDS ARE REQUIRED.

Address NADA Academy
8484 Westpark Drive
Suite 500
Tysons, VA 22102
Telephone 800.557.6232

OFFICE USE
DATE

NADA MEMBERSHIP NUMBER

NADA membership or international affiliation is a requirement for enrollment. For membership information, call 800.557.6232.

INDICATE PROGRAM PREFERENCE (Example: NADA 315)

A \$500 rescheduling fee will be charged if sponsoring dealership is modified after acceptance into assigned class.

STUDENT INFORMATION

FIRST NAME MI LAST NAME SUFFIX

EMAIL ADDRESS

The Academy uses email to communicate time-sensitive, critical materials to students during the application and enrollment period. Provide an email address that you check regularly.

OFFICE USE
ID

STREET ADDRESS (HOME) JOB TITLE

CITY STATE ZIP CODE

CELL PHONE EMERGENCY CONTACT NUMBER EMERGENCY CONTACT NAME

INTERNATIONAL PHONE (IF OTHER THAN U.S.) COUNTRY (IF OTHER THAN U.S.)

How did you hear about the Academy?

I have carefully reviewed all information in this application and have answered fully and honestly to the best of my knowledge. If admitted, I will devote my full attention and abilities to the Academy curriculum, maintain appropriate standards of behavior at all times during my enrollment and not interfere with the employment relationships of other students and staff.

Applicant signature Full name (print) Date

SPONSORING DEALERSHIP

The sponsoring dealership provides a financial statement, in-dealership analysis and work experience upon enrollment. A \$500 transfer fee will be charged if the sponsoring dealership is modified more than 45 days after acceptance into assigned class.

DEALERSHIP NAME

STREET ADDRESS

OFFICE USE
ID

CITY STATE ZIP CODE

DEALERSHIP PHONE CONTROLLER NAME CONTROLLER EMAIL

What manufacturer financial statement will the student be using in class? (List only one. Examples: GM, Toyota, Mack)

DMS PROVIDER:

CDK Global users: Check box to allow us to contact your office to arrange the electronic transmittal of monthly financial statement data.

SPONSOR INFORMATION

FIRST NAME MI LAST NAME SUFFIX

EMAIL ADDRESS

OFFICE USE
ID

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PRIMARY CELL PHONE INTERNATIONAL PHONE NUMBER (IF OTHER THAN U.S.) JOB TITLE

I certify, to the best of my knowledge, that the above information is true. I further certify that I am willing to bear the costs of tuition and travel for this program. I will provide financial statements and the opportunity for practical in-dealership experiences according to the requirements of the Academy.

Sponsor signature Full name (print) Date

REGISTRATION AND PAYMENT

REGISTRATION PROCESS

Step 1: Upon acceptance into the NADA Academy, the applicant is enrolled into a program class with consideration of the preferred start date and in compliance with the Federal Trade Commission's antitrust laws to ensure that no competing dealerships are in the same class.

Step 2: Once accepted into the NADA Academy, Ford will provide written contracts for signature by both the candidate and the sponsoring dealer. Contracts must be returned to Ford to execute the NADA training agreement.

Funding for NADA training will be covered based on the co-op agreement between Ford, Ford MDA and the sponsoring Ford dealer.

- Ford will cover the cost of the tuition and application fee.
- Ford MDA will coordinate the air travel.
- The sponsoring dealer will cover all other travel-related expenses.

FEES AND TUITION

- Application/Admission fee (nonrefundable/non-transferable) \$1,000
- Tuition (travel, room and board not included; Fees to be paid in U.S. dollars) \$9,950
- Total fees and tuition due \$10,950

WITHDRAWAL AND REFUND SCHEDULE

(The \$1,000 application fee is nonrefundable and non-transferable.)

DATE LETTER IS RECEIVED	TUITION APPLIED	TUITION REFUNDED*
On or before (<i>Financial Management</i> start date)	\$3,750	\$6,200
On or before (<i>Fixed Operations 1</i> start date)	\$5,300	\$4,650
On or before (<i>Fixed Operations 2</i> start date)	\$6,850	\$3,100
After (<i>Fixed Operations 2</i> start date)	\$9,950	\$0

* Tuition refund based on full balance of \$9,950 paid prior to course start date.

CANCELLATION AND TRANSFER FEES	FEE
Full program, certificates and seminars	\$100
Full program rescheduling and dealership transfer	\$500
Class transfer fee for certificates and seminars	\$100

CONFIDENTIALITY AND ANTITRUST COMPLIANCE

All financial statement information furnished by a dealer sponsor for the student's use in the Academy program is confidential. NADA/ATD policy is to identify or furnish this information only to individual sponsors/students of the Academy class, primarily through the 20 Group composite and management reports and related analyses performed by the students.

This information is not to be identified, furnished, shared or otherwise transferred to anyone outside the individual student's sponsoring dealership and class, including but not limited to: other dealerships that may be owned by the same legal entity; other dealers, managers and employees; OEM personnel; trade associations; non-NADA consultants; and the media.

All of the meeting statistics and monthly composites are coded and confidential so that they are identifiable only to students.

Students will avoid any and all discussion with any other students of the class on matters prohibited by the antitrust laws, inclusive of: (1) expressed or implied agreements stabilizing prices or establishing uniformity of prices of goods or services, (2) prices to be charged in the future and (3) adherence to price minimums or maximums.

Sponsors and students acknowledge and accept this policy as a condition of participation in their Academy class.

Violations of this confidentiality agreement and discussions or other activity that is inappropriate under the antitrust laws may result in disciplinary action against the student, including suspension or expulsion, at the sole discretion of NADA/ATD.

I hereby acknowledge and accept the terms of this agreement:

Sponsor signature

Sponsor name (print)

Dealership

Date

Student signature

Student name (print)

Class number

Date