



Annual Scholarship Program
National Independent Automobile Dealers Association Foundation
Application Form



NATIONAL INDEPENDENT
AUTOMOBILE DEALERS ASSOCIATION
FOUNDATION

**Annual Scholarship Program
National Independent Automobile Dealers Association Foundation**

The National Independent Automobile Dealers Association Foundation was founded in 2006 by the National Independent Automobile Dealers Association, a 70 year old trade association, to “improve the independent motor vehicle industry by informing and educating consumers of the general public and training individuals associated with our industry.”

Historically, the association’s scholarship program was the responsibility of the NIADA’s Auxiliary. Now, as an IRS approved 501(c)(3) non-profit organization, the Foundation has assumed the oversight of the scholarship program’s functions. Four regional scholarships are awarded each year. The regions and states are as indicated below.

REGION I: Maine, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, West Virginia, Indiana, Ohio, and Michigan.

REGION II: Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Florida, and Alabama.

REGION III: North Dakota, South Dakota, Minnesota, Wisconsin, Illinois, Iowa, Missouri, Kansas, Nebraska, Oklahoma, Arkansas, Louisiana, Mississippi, and Texas.

REGION IV: Washington, Oregon, California, Nevada, Idaho, Montana, Wyoming, Utah, Colorado, Arizona, New Mexico, Alaska, and Hawaii.

The Foundation invites you as an eligible student to complete this application in pursuit of scholarship funds to be paid to the college of your choice in Fall 2020. Applications must be **POSTMARKED no later than March 9, 2020, AND received no later than March 23, 2020.**

Eligibility Criteria:

You must

- (1.) Be classified as a high school senior during the current 2019-20 school year and legally reside in one of the 4 regions indicated above.
- (2.) Have maintained an outstanding academic achievement record as reflected by an official high school transcript; and
- (3.) Demonstrate an aptitude for college work as measured by SAT or ACT scores.

Application Process:

Submit the completed application form with the required attachments in a **10 inch X 13 inch envelope**, with adequate postage to:

**Scholarship Selection Committee
NIADA Foundation
2521 Brown Blvd.
Arlington, TX 76006**

All information MUST be included with the original application. No additional information will be accepted at a later date or if sent separately.

Staff will review the applications for completeness and will forward them to the Scholarship Selection Committee within NIADA and at Northwood University in Midland, Michigan. They will be reviewed by region. One applicant will be selected from each of the four NIADA regions based on the merit of his/her scholarship application and will be notified by the Foundation office by mid-May 2020.



2521 Brown Boulevard

Arlington, TX 76006

Scholarship Application Form
2019-2020

Please type or print legibly.

Region _____

Name (first, middle, last) _____

Home Address _____

City _____ State _____ Zip _____ County _____

Telephone _____ Fax _____

Email _____

Name of Parents or Guardian _____

Address _____

City _____ State _____ Zip _____

Name of High School _____

Address _____ City _____ State _____ Zip _____

Dates of attendance and graduation _____

Other high schools attended (names and addresses) _____

=====

Please provide the following information. Additional pages may be attached as necessary.

Extracurricular activities, offices and accomplishments _____

Awards and Distinctions _____

Community Involvement _____

Employment History _____

Career Goals _____

=====

Universities/Colleges to which you are applying for admission _____

Projected areas of study _____

Hometown newspaper _____

Newspaper website or mailing address _____

REQUIRED ESSAY (Minimum 1200 words)

Today's independent dealer faces unique challenges. Boutique or niche dealerships, which specialize in selling a category of vehicle to a more targeted buyer, are becoming more popular. For example, a dealership might specialize in selling lifted trucks and SUVs, German sedans or sedans under \$10,000.

These highly focused operations have their pros and cons compared to the more general model practiced for decades that consists of carrying a mix of categories in higher demand, such as 50% cars, 25% trucks, 15% trucks and 10% minivans.

If you had the operating capital to open your own dealership, what model would you create and why? How would your market size, target demographic, gross margin potential and advertising support that decision?

Please conclude your essay by specifically sharing your interest in the automotive industry and the role you wish play in it.

ADDITIONAL REQUIRED ATTACHMENTS

1. Official high school transcript.
2. SAT or ACT Scores Report (may be included on transcript).
3. Letter(s) of recommendation (no more than 5) from high school counselor, principal, teacher, employer, etc.

I, as the scholarship applicant, certify that the enclosed information is correct to the best of my knowledge. I hereby grant the National Independent Automobile Dealers Association Foundation permission to release this information, including the required attachments, to the Scholarship Selection Committee.

Signature

Date