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**RV Careers Website: [www.rvcareers.ca](http://www.rvcareers.ca)**

## **RVDA of Alberta Membership Benefits**

Your membership in the Recreation Vehicle Dealers Association of Alberta includes the benefits listed below:

- Membership not only in Alberta, but also in the RVDA of Canada
- Paid Registration to the Annual General Meeting & Convention (\$175.00)
- Priority booking and discounted rates for small booth rentals for RV Shows
- Training and Educational Courses, plus funding up to \$1000 per member for Spader training
- \$500.00 Paul Sinclair Bursary for completion of RV Service Technician program that are employed by a member of the RVDA of Alberta
- \$1,000.00 in Art Dack Bursary to a student in each Period of the RV Service Technician program that are employed by a member of the RVDA of Alberta (SAIT chooses recipient)
- \$1,000.00 to one Top Apprentice after completion of RV Service Technician program that are employed by a member of the RVDA of Alberta
- Mileage Subsidy for all Apprentice Technicians in training at SAIT (Must be Pre-Approved)
- \$250.00 Fuel Gift Card for Apprentice Technicians in training at SAIT who are employed by a member of the RVDA of Alberta
- \$250.00 Grocery Gift Card for Apprentice Technicians in training at SAIT who are employed by a member of the RVDA of Alberta
- 10% off Discount at Mark's Work Warehouse to all RVDA of Alberta Members (Distributed Jan-Feb by the RVDA of Canada)
- \$20,000.00 Grant Program for Campground Members
- Alberta Hotel & Lodging Association Electricity and Gas programs partnered with Enmax and Gas Alberta Energy
- Newsletters (in conjunction with RVDA of Canada)
- Monthly Newsletter from our Association
- Promote and share member's successes through social media: Facebook, Twitter, Instagram
- Annual Golf Tournament
- Surveys
- Government/Industry Liaison
- Manufacturer/Dealer List
- Membership Rosters (Alberta, Canada)
- Technician Recruitment Program through the RV career website [www.rvcareers.ca](http://www.rvcareers.ca)
- Member access to the RV career website [www.rvcareers.ca](http://www.rvcareers.ca) to be used as an employee recruitment tool
- Membership rate through Federated Insurance for Errors and Omissions insurance (required under Insurance Act Section 465)
- Website exposure through both the RVDA of Alberta and the RVDA of Canada
- Membership rate through Federated Insurance for Consignment bond required by A.M.V.I.C.
- Dealer Tie-In Program Agreement (Go RVing Canada & RVDA of Canada)

As a valued member, we hope that you are enjoying the many benefits offered with your membership. To ensure the continued growth of our association, we encourage you to act as a *good will ambassador* and recommend membership with the RVDA of Alberta to other RV related business within your community. If you are aware of a business that would benefit from being a member of the RVDA of Alberta, please advise the Association office staff.



# List of RVDA of Canada Programs and Benefits

The RVDA of Canada is here to assist in the improvement of all involved in the recreation vehicle industry. Any programs, activities or government lobbying that the association may become involved in are introduced and developed by its members, for its members. Involvement is encouraged from all members. If you have any questions regarding the RVDA, what it does or what it can do for you, please contact one of the provincial or regional RVDA offices or the RVDA of Canada.

## 1. Communication:

- o annual *National Membership Directory*
- o annual RV Magazine, *The RV Compass*
- o bimonthly Newsletter
- o biweekly eBulletin / Stolen RV Report
- o "New Member" information packages
- o email, fax and mail-outs of programs and members benefits
- o RVDA of Canada website, including member web listings and "Members Only" area access

## 2. RVDA of Canada Endorsements:

- o Chemical Protection/Glass Etched Anti-Theft with iA-SAL
- o Creditor Insurance with iA-SAL
- o Employee Group Benefit Program with Federated Insurance
- o Wells Fargo Commercial Distribution Finance (CDF)
- o Baseline Processing Inc.
  - MasterCard (from 1.44% electronic)
  - VISA (from 1.42% electronic)
- o Property & Casualty Insurance Program with Federated Insurance
- o Providing portable Wi-fi Products with Stealth Enterprises
- o Online marketing and advertising solutions with ReachLocal
- o SAL Protection Plan (SPP) Extended Warranty Program with iA-SAL
- o Spader 20 Groups with Spader Companies
- o PURIFIED Systems, ® is an innovative subscription-like, health protection service
- o KYCS(Keep Your Community Safe), offers long range Bluetooth identification technology
- o Cambridge Global Payments, a FLEETCOR company, is a leading provider of integrated cross-border payment services and hedging solutions
- o DT Tire are prominent figures in Canada's independent tire distribution market. They offer services exclusively to dealers and with more than 25 warehouses across Canada,

## 3. Other general member benefits:

- o Articles accepted for newsletter (non-advertorial)
- o Calendar of Events
- o Canada Night Dinner at RVIA's National RV Trade Show
- o Canadian Anti-Spam Legislation Compliance Guidelines
- o Catalogue of educational and promotional materials available to members
- o Discount programs with:
 

▪ <i>Choice Hotels</i>	▪ <i>UPS courier service</i>	▪ <i>MemberDeals</i>
▪ <i>FedEx Express courier service</i>	▪ <i>Marks (WorkWearhouse)</i>	
- o Events that raise the public profile of RVDAs and the RV industry (e.g. participation in Skills Canada Competitions)
- o Promotion of provincial and regional RVDA events
- o Research of programs and technologies of benefit to the RV industry
- o *Association Advantage*: unique coverages, services & preferred pricing, with Federated Insurance
- o RVDA of Canada window decals

## 4. Dealer benefits:

- o "Buy Local" campaign: website at [www.buylocalrv.ca](http://www.buylocalrv.ca) and brochure
- o Charter member in Go RVing Canada coalition for the promotion of the RV lifestyle, including:
  - Go RVing Canada Dealer Tie-in Program, featuring RV marketing programs and resources
  - placement on the Go RVing Canada website – enhanced for above Tie-in Program participants
  - RV video footage available for promotional projects (TV quality)
  - *Marketing Advantage Program* with a library of Canadian RVing images; printable posters and other promotional material – free to Tie-in Program participants
- o Dealer recognition and promotion

- National Dealer of the Year Award
  - RV Show National Best Bulk Space Award
  - *Definition of an RV Dealership* – for dealer, industry partner and consumer awareness
  - model Dealer Agreement
  - *Pre-owned RV Certification Program* – now with 90-day Coach-Net Roadside Assistance
  - representation on the board of the RV Educational Council / Mike Molino RV Learning Center
  - *RV Dealers International Convention / Expo*
  - *RVDA of Canada Code of Ethics*
  - RVDA of Canada Strategic Plan for the benefit of members and the RV industry
  - stolen RV reports and database
- 5. Government advocacy on RV issues:
  - to rectify any legal or policy concern of the RV industry
  - to be in a position to proactively negotiate and give “expert” input on issues before they become policy or legislation
  - includes member resources such as tips for grassroots advocacy and an Election Kit as needed
- 6. Education enhancement and staff recruitment programs:
  - access to industry publications such as the RVDA of America’s *RV Executive Today* and to the *RV Technician Today* online resource
  - discount rates on approximately 50 select industry publications and RV dealership manuals covering general dealer operations, Sales, Rentals, Service, AfterMarket, and F & I Departments
  - *Education Toolkit – a Catalogue of Courses and Resources*
  - national training initiatives (e.g. RVIA’s Trouble Shooter Clinics)
  - preferred access to Mike Molino RV Learning Center resources and training, including Certification Programs for RV Technician, RV Service Manager, RV Service Advisor / Writer, RV Parts Personnel (Managers, Specialists), and Warranty Administrator
  - privacy policy information and guidelines
  - *RV Careers Reference Guide* (Human Resources program)
  - RVCareers.ca website for member job postings and recruitment of personnel to the RV industry
  - RVDA of Canada RV Technician Bursaries

***A catalogue of available publications and materials, including most order forms, can be requested from the national office or downloaded at the “Member Services/RVDA Bookstore” link on the member side of www.rvda.ca. Contact the national office for a reminder of your User ID and password.***
- 7. Regular contact (including some memberships) and joint efforts with other associations and organizations in Canada and the United States that are affiliated with recreation vehicle industry such as:
  - Canadian Camping & RV Council (CCRVC)
  - Canadian Council of Motor Transport Administrators (CCMTA) – member
  - Canadian Recreational Vehicle Association (CRVA)
  - Canadian Standards Association (CSA)
  - Canadian Tourism Commission (CTC)
  - Recreation Vehicle Aftermarket Association (RVAA)
  - Recreation Vehicle Dealers Association (RVDA) of America
  - Recreation Vehicle Industry Association (RVIA)
  - Tourism Industry Association of Canada (TIAC)
- 8. Statistics and Other Industry Data:
  - annual *National RV Industry Payroll Survey*
  - annual participation in the *Dealer Satisfaction Index (DSI) Survey*
  - collection and documentation of other relevant information
  - compilation and distribution of national legislation standards by province
  - monitoring and evaluation of industry data such as RV shipments
  - monthly national RV sales statistics summary and a discount on more detailed, customized reports
  - quarterly and annual economic reviews
  - study on the Economic Impact of the RV Industry
- 9. Specific Committees:
 

<ul style="list-style-type: none"> <li>○ Awards</li> <li>○ Education &amp; Human Resources</li> <li>○ RV Dealers International Convention / Expo</li> <li>○ Funding</li> <li>○ Marketing Intelligence</li> </ul>	<ul style="list-style-type: none"> <li>○ Past Presidents’ Advisory</li> <li>○ Member Services</li> <li>○ RV Education Foundation (Mike Molino RV Learning Center)</li> </ul>
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**Partial list of publications, training and promotional material  
available to members at a substantial discount**

**General Dealer Operations:**

How to Value an RV Dealership  
Go RVing Dealer Promotion Package  
Turning Your Sales Force into Sales Consultants  
The Personality Qualities of a Top RV Salesperson  
Improve Sales by Rebuilding or Renovating Your Dealership  
RV Dealers Safety Guide  
Reduce Turnover to Sell More ((*aka Customer Retention through Employee Retention*)  
Winterizing Your Dealership: *How to (Profitably) Get Through Those Winter Doldrums*

**Rental Operations Materials:**

RV Rental Operations Manual  
How to Operate a Successful RV Rental Program Using Consigned Vehicles

**Sales Training Materials:**

The Selling Cycle by Jan Kelly

**AfterMarket & Service Publications:**

RV Service Management Guide (*aka The Flat Rate Guide*)  
RV Damage Repair Estimator  
RV Weight & Tire Safety Handbook  
Increasing Customer Satisfaction  
Merchandising Manuals ("AfterMarket Series" – 4 volume set on CD)  
RVIA Technician Training Textbooks

**Other Training**

Online RV Technician Training Programs  
Mike Molino RV Learning Center **Learning Guides** for Service, Parts and Warranty personnel

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