



2015 Program Application

Leadership training for up-and-coming principals in
Minnesota car and truck dealerships

Deadline for consideration: April 1, 2015

The Minnesota Automobile Dealers Association (MADA) is recruiting candidates for the 2015 session of NextGen, a new leadership training program geared for the next generation of general managers and dealer-principals. Over the course of the year, program participants will have the opportunity to:

- Develop relationships with peers in the field through unique networking opportunities.
- Receive an introduction to MADA and understanding of its purpose and its resources.
- Gain access to and learn from political, industry and community leaders.
- Participate in leadership and team-building activities that promote the industry.
- Receive topical programming on challenges facing the industry.
- Elevate themselves as not only future leaders in the industry, but also in their local communities.

Who should apply?

A NextGen dealer is anyone who is currently working (in any capacity) at an MADA dealership with the intent of becoming the general manager or dealer-principal. Some NextGen dealers are already making key decisions for the dealership, while others are just starting their careers within the company. There is no age limit for the program, but most candidates are under the age of 45.

Applicants must:

- Complete and submit the application on pages 3-4 by Wednesday, April 1;
- Provide a reference from their dealer-principal or general manager;
- Commit to attending 75% of NextGen events; and
- Be willing to cover their travel (including airfare to DC)

MADA will cover the costs of lodging, meals, programming and materials for program participants.

Program Schedule:

June 11-12, 2015 - Program Kick-off & Social in Bloomington:

Participants will be invited to the Twin Cities to get acquainted, learn about what the association does, and discuss what they hope to accomplish during the program. They will also be charged with deciding on a project they will undertake that will support MADA's advocacy, outreach or philanthropic activities. The culmination of their efforts will be showcased to the membership at the MADA Annual Meeting.

August 13-14, 2015 – Programming Session & Vendor Appreciation Night in Shakopee:

Participants will reconvene at Mystic Lake Casino to hear from speakers who can help shape and develop the chosen project. On Thursday night, the NextGen group will attend MADA's Vendor Night at Canterbury Park as special guests and enjoy the opportunity to socialize with industry partners.

September 28-30, 2015 – Washington D.C. Fly-in

Participants will attend the NADA Washington D.C. Fly-in to grow their understanding of the importance of industry advocacy efforts. Participants will have the opportunity to mix and mingle with their next generation peers from around the country as well as meet with members of Minnesota's congressional delegation.

December 3-4, 2015 – MADA Annual Meeting in Minneapolis:

NextGen participants will meet for the last time to finalize work on their project, receive any concluding speakers, and have a celebratory dinner to mark their completion of the program. The following day, they will present the results of their project at the MADA Annual Meeting.



2015 NextGen Program Application

First Name

Last Name

Date of Birth

Dealership

Title

Street Address

City

State

Zip

Phone

E-mail

_____ Years in Industry

Past positions held in dealership: _____

Are you a graduate of NADA Academy?

_____ Yes _____ No

If yes, what year? _____

Where do you see yourself in five years?

What do you hope to learn from the MADA NextGen program?

What aspects of the NextGen program are you most interested in? (Please check all that apply)

Peer relationships Education Social Networking Advocacy

Other (please explain): _____

Have you worked in any other industries? Yes No

If so, which ones and what positions did you hold?

What are your personal interests and hobbies?

If accepted into the NextGen program, I will be able to attend at least three of the four meetings, and I have the support of my dealership to do so.

Signature of program applicant

Date

Signature of referring general manager or dealer-principal

Date

Please send application to Amber Backhaus by April 1, 2015

MADA

200 Lothenbach Ave

West St. Paul, MN 55118

Via fax: 651-291-2894

Via e-mail: amber@mada.org