

Driving Forward. Advancing Local Mobility

Low Speed Vehicle Dealer Association (LSVDA) Newsletter



Mike Alexander

Executive Director's Message A Strong Market with a Higher Bar

Fellow LSVDA Members: The market is holding up, yet it is not as forgiving.

Across policy, inventory, operations, and local market access, the pattern is becoming clearer. Growth is still there, but it is increasingly going to the dealers who are more disciplined, more aligned with compliant products, and more focused about how they operate their businesses.

You'll see it throughout this issue. Enforcement is rising, not through new rules, but through tighter application of the ones already in place. Imported inventory is tightening. Used inventory dynamics are shifting. And dealer sentiment, while positive, is becoming more dependent on execution than external demand.

At the same time, there is real progress. Communities are expanding access, but with structure. The best dealers are moving from conversation to action in local markets. And inside the association, we are seeing stronger engagement from both dealers and sponsors who are focused on building better businesses, not just selling more units.

This issue reflects that shift. From policy and safety to profitability, systems, market growth, AI deployment and execution, the common thread is simple: the advantage is moving to operators who are more prepared and forward thinking.

That's the role LSVDA is built to play.

Helping you see what's changing, understand what matters, and act earlier than the rest of the market.

You'll also notice a subtle shift in how we talk about this category. As usage expands, we're increasingly thinking about it more simply as Local Mobility.

Driving Forward., Mike



Public Policy & Safety

Overview

Federal and state activity remains steady but is clearly trending toward stronger enforcement, with increased focus on proper classification, safety equipment, and compliant imports. At the same time, local markets are expanding access through more structured ordinances, reinforcing that dealers who lead on compliance, documentation, and early engagement will be best positioned to grow safely and sustainably.

Federal and State Update

Federal activity remained stable in April, with no new rulemaking impacting low-speed vehicles (LSVs). The framework continues under FMVSS 500, but the signal from recent engagement is clear: **enforcement is increasing**, particularly around speed compliance, proper classification, and required safety equipment.

At the state level, Florida remains a focal point. Proposed changes to Section 319.1401 in HB 543 and SB 1274 prompted strong dealer feedback, and LSVDA engagement helped improve language in HB 543 to better reflect safety requirements and the role of licensed dealers. We expect this measure to be introduced in the 2027 session.

At the same time, **tariff enforcement and customs activity are tightening**, with increased scrutiny on imported units and reports of seizures tied to misclassification and compliance gaps.

What it means for dealers: the market is shifting quickly toward **fully compliant, properly classified vehicles**. Dealers who represent OEMs that lead on compliance, documentation, and customer education will be best positioned as enforcement rises.

Local Ordinance and Market Access: Structure over Simplicity

Local governments are moving from informal allowance to **structured regulation of golf cart and LSV use**. Activity across Florida, the Carolinas, and Midwest markets focused less on “yes/no” decisions and more on how vehicles operate.

Common themes included:

- Road limits (typically $\leq 25\text{--}35$ mph)
- Controlled crossings, especially on state and county roads
- Driver licensing and age requirements
- Equipment standards (lights, mirrors, seatbelts)
- Registration, inspection, and enforcement programs

Why now? In most cases, **real-world usage has outpaced regulation**, combined with safety concerns and state-level frameworks pushing local action.



For the market, the takeaway is straightforward:

- Access is expanding with conditions
- Compliance is becoming part of the sale
- Usability varies by ordinance design

As requirements tighten, properly equipped Golf Carts¹ and LSVs are becoming more relevant, consistent with LSVDA's safety-first position.

LSVDA will continue monitoring local developments and translating them into actionable guidance.

Dealers who see a local opportunity or a potential restriction should reach out. Early engagement remains the single best way to support safe access and responsible market growth.

Safety Snapshot

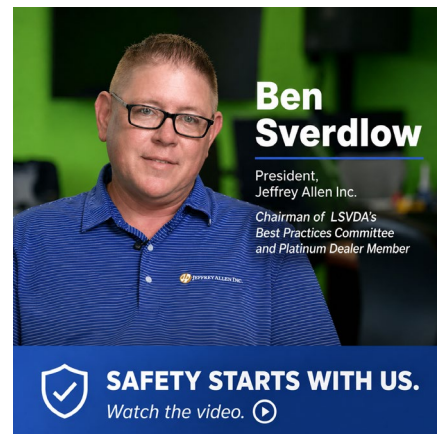
Spotlight: A Lesson Shared by Jeffrey Allen

Following a recent fire at Jeffrey Allen, President Ben Sverdlow shared a candid message with fellow dealers focused on prevention and accountability. The root cause was not a battery or OEM issue, but a basic and often overlooked shop practice, worn and undersized extension cords used for charging.

After reviewing operations across locations, the team identified widespread use of improper cords, many of which were immediately removed.

As Ben put it, *“If we had taken action earlier, we would have avoided this major fire... check what your guys are using before it's too late.”*

This is a simple, actionable reminder. Walk your shop. Set the standard. Train your team.



[Watch the video](#) to hear Ben's full message and take action.

More Information: As use expands, clear safety guidance becomes part of the sale.

LSVDA safety resources are available **free to download at this [LINK](#)**. We are also continuing our **Safety Saturday social posts**, sharing reminders and updates for members, sponsors, and local stakeholders on LinkedIn and Facebook.

¹ Is it a Golf Car or Golf Cart. Take the [POLL](#) and come back next month as the debate unfurls.



Dealer Growth and Profitability

Best Practices: The Productivity Problem No One Talks About:

Closing the Deal: How High-Performance Dealerships Convert Opportunity Into Market Share



WISE WOLF CONSULTING
PRODUCTIVITY, PERFORMANCE & PROFITABILITY

By George Keen, Founding Education Member

Last month, we talked about the visibility problem: why most golf car dealerships only see 40–50% of the deals happening in their own territory, and how a structured account management system—combined with disciplined weekly prospecting—can change that math dramatically.

But here's the hard truth: getting in the room isn't the same thing as winning the business.

This month, George Keen of Wise Wolf Consulting takes on the other half of the equation, what actually happens once you're sitting across from a serious buyer. And for a lot of dealerships, this is where the wheels come off. They've done the work to get into the conversation. And then they show up with a brochure and start talking about features.

In this month's High Performance Dealerships, George walks through a five-stage consultative selling framework built specifically for the golf car and LSV market: how to qualify an opportunity before you invest serious time in it, how to uncover what the customer actually cares about (hint: it's almost never the lowest price), how to present solutions instead of spec sheets, how to handle objections proactively instead of reactively, and critically, how to actually ask for the order.

He also lays out the weekly rhythm that ties it all together: a structured Monday-through-Friday schedule that protects prospecting time, advances active deals, and keeps your pipeline honest.

If your team is seeing more opportunities but still losing too many of them, this article is where you'll find the framework to fix it.

Full article can be found [HERE](#).

To inquire about joining a Dealer Best Practices Group, click this [LINK](#). You can also email BestPractice@WiseWolfConsulting.com and review the one-page ad toward the



end of this newsletter. Take the next step in transforming your dealership's performance today. You can contact George directly at 508-579-4131 or george@wisewolfconsulting.com

If you want to sharpen your skills at your own pace, explore a collection of practical, easy-to-read books on dealership management covering critical topics. Visit <https://wisewolf-consulting.com/books> to learn more. Be sure to choose the “Wise Wolf Special” purchase option for the best price.

How the Crackdown on Import Golf Cars Affects Used Inventory

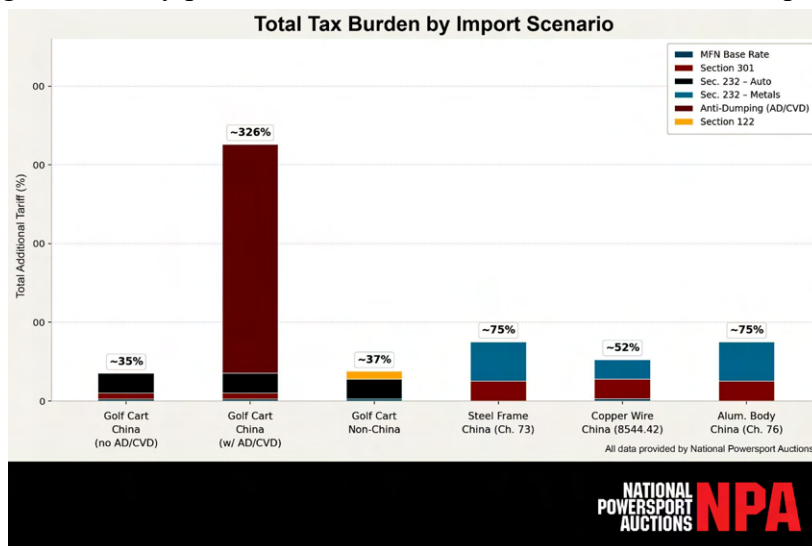


By: Tony Altieri, Vice President of Business Development, National Powersport Auctions (Founding Platinum Sponsor).

Why Imported Inventory is Tightening

Enforcement by U.S. Customs and Border Protection on imported golf cars has intensified. A recent seizure tied to misclassification and underpaid tariffs signals a major shift. Compliance is no longer optional, and more seizures tied to tariff violations are expected.

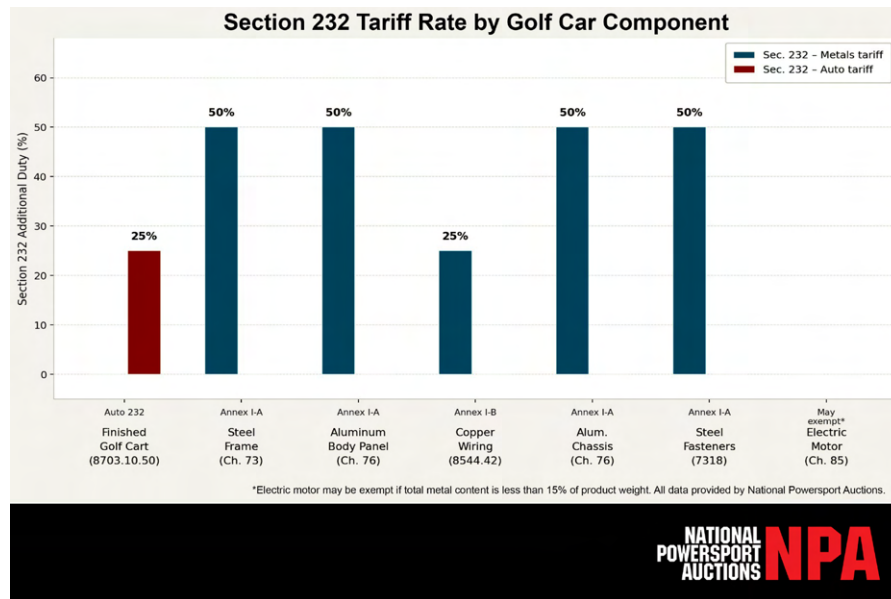
The crackdown comes as import costs continue to rise sharply. Finished golf carts entering the U.S. now face a 25% auto tariff, while components including steel, aluminum, and copper carry additional tariffs ranging from 25% to 50%. On top of that, antidumping and subsidy penalties on some overseas manufacturers can push the total



import burden beyond 300% of the vehicle’s price. As a result, many importers can no longer sell competitively, and some have already slowed or stopped shipments to the U.S.

Used Inventory Demand is Increasing

The impact is beginning to reshape dealer inventory. The flow of low-cost imported carts is tightening, pushing more dealers toward the used market to fill inventory gaps. At the same time, supply of quality used units is plentiful, especially ex-fleet golf course, resort, and community vehicles. This imbalance is expected to increase auction competition and place upward pressure on wholesale values over the next several cycles.



How Dealers Can Respond to Changing Supply Conditions

Dealers should review their sourcing strategy now. Building consistent access to pre-owned inventory through auctions and fleet relationships can help secure supply and position businesses ahead of further pricing adjustments as import availability continues to tighten. [Register to Buy and Sell at NPA](#)

What Dealers Lose When Their Systems Don’t Talk to Each Other



By Justin Quinn, Product Manager, DX1 (Founding Platinum Sponsor).

Most dealerships are currently operating on more platforms than they realize. You likely have a system to manage your inventory, a website to display it, and third-party listing sites to extend your reach. You have a specific process to handle inbound leads, and



somewhere underneath all of it, a spreadsheet or accounting tool is likely trying to hold the entire operation together. It works, until it doesn't.

The Hidden Cost of Disconnected Operations

This "patchwork" approach isn't just a minor inconvenience; it is a daily tax on your team's time and a consistent source of errors. Consider the current workflow for many LSV dealers:

- **Manual Redundancy:** Every time a unit is entered into inventory, that same information must be manually re-entered on the dealership website, then again on Golf Cart Resource, and any other listing destination you use.
- **The "Reverse" Tax:** When that unit sells, the same process runs in reverse across every platform...by hand.
- **Customer Friction:** Stale listings frustrate buyers and leads often arrive for units that are no longer available.
- **Wasted Labor:** Staff spend hours each week on data entry that adds no value to the customer experience or the dealership's bottom line.

Evaluating Your Workflow

Before looking for a new tool, evaluate the "friction points" in your current operation. Ask yourself and your team these four questions:

1. **The "One and Done" Test:** When we receive a new unit, how many different places do we have to type in the VIN, price, and description?
2. **The Lead Lag:** How long does it take for a lead from a third-party site to reach a salesperson's desk, and is that lead already attached to the unit's history?
3. **The Compliance Burden:** Are we spending manual hours updating OEM logos or brand pages to stay compliant with manufacturer requirements?
4. **The "Stale" Factor:** How often do we have to apologize to a customer because the cart they saw online was sold two days ago?

Your Website is More Than a Digital Brochure

Many dealers underestimate what goes into a professional dealership website. While standard template builders feel straightforward, they often lack the technical configuration required for modern retail.

Search engine optimization (SEO) requires specific page structures, metadata, and mobile responsiveness that dictates whether buyers find you or your competitor. Furthermore, as OEM compliance requirements grow, manufacturers are mandating specific logo placements and dedicated brand pages. On a homegrown or generic site, meeting these standards often requires difficult-to-maintain workarounds.

The Takeaway: Moving from Patchwork to Platform

The goal of an integrated system is to create a circular flow where every part of the operation supports the others. It's more than just connected data points.



- **Centralize Data Entry:** Inventory should be entered once and published automatically across the website and all listing destinations.
- **Simultaneous Updates:** When a unit sells, it should come down everywhere at once to eliminate stale listings.
- **Unified Lead Management:** Leads from any destination should flow into one system where they can be tracked, assigned, and contacted.

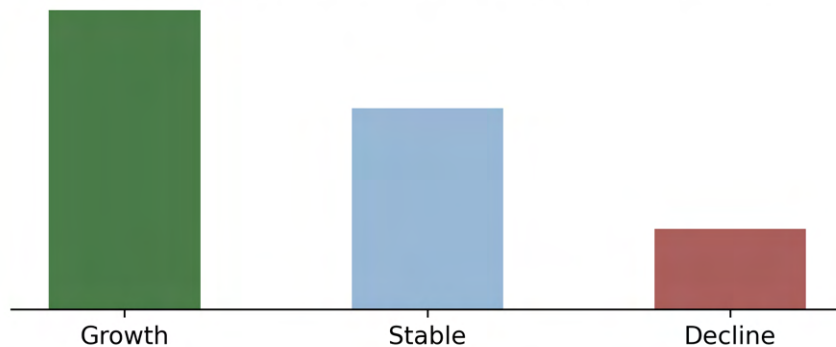
Dealers operating on disconnected systems are paying a hidden cost in staff time, listing errors, and missed leads. The question isn't just whether your current setup works, but how much more efficiently you could be running if your data was in one place rather than scattered. So, take a moment over lunch, evaluate your workflow, and begin addressing where change needs to happen to make your dealership more efficient.

Industry Insights: Results from our Q1 Dealer Confidence Survey

Dealer Confidence Holds, But the Market Is No Longer Simple

Dealer sentiment entering 2026 reflects a market that is both stable and evolving. A majority of dealers expect revenue growth over the next twelve months, while a significant portion anticipate maintaining current performance. Only a small minority expect decline.

Most Dealers Expect Growth or Stability



This is not a surge. It is a more disciplined, measured phase of growth. What's changing is not just confidence levels, but how performance is being driven. Growth is present, but increasingly tied to execution rather than external demand.

Across the market, dealer constraints are not uniform. While demand remains a factor, pricing pressure, competition, and road access are shaping outcomes in different ways. The data suggests the industry is no longer moving in a single direction, but instead operating as a set of parallel models.



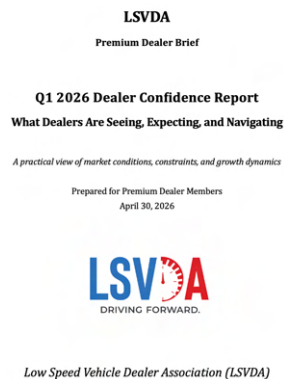
Constraints Are Not Uniform



In practical terms, this means dealer performance is being defined less by broad market conditions and more by individual positioning. Inventory strategy, pricing discipline, supplier alignment, and local operating conditions are all playing a larger role. The market is healthy, but it is no longer simple.

The full LSVDA Q1 2026 Dealer Confidence Report goes deeper into supplier strategy, regional performance, and the factors shaping dealer success.

LSVDA Premium Dealer Members receive briefs and reports like this **Q1 2026 Dealer Confidence Report** at no additional charge. Non-members can purchase this report for \$2,500 and Basic Dealer Members for \$1,500 by emailing your request to membership@lsvda.com.



🔑 Access the full report by joining as a premium level dealer today at [LSVDA.com](https://lsvda.com). And yes, Sponsors who join [HERE](#) get a copy too.

Required Reading: The New Dealer Playbook for a Less Forgiving Market

The market is still there, but the margin for error is shrinking.

Trade pressure, compliance scrutiny, and softer pricing power are beginning to show up in ways many dealers are underestimating.

4 Questions Dealers Should Be Asking Right Now

- Can I confidently stand behind every line I sell?
- Where am I quietly losing margin?
- If pricing tightens, what protects my profitability?
- Is my service department stabilizing the business, or just supporting it?

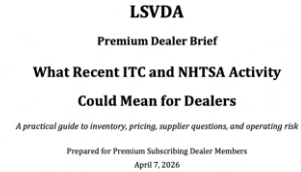


The next 12 months may not reward the highest volume operators, but the most disciplined ones.

In the May / June issue of *Golf Car Advisor*, I break down what is changing and what strong dealers are doing differently.

Read the full article and get the deeper 7-page dealer briefing, “What Recent ITC and NHTSA Activity Could Mean for Dealers”.

LSVDA Premium Dealer Members receive briefings like this at no additional charge. Non-members can purchase this report for \$1,500 and Basic Dealer Members for \$500 by emailing your request to membership@lsvda.com.



Low Speed Vehicle Dealer Association (LSVDA)

🔑 Access the full report by joining as a premium level dealer today at [LSVDA.com](https://www.lsvda.com). And yes, Sponsors who join [HERE](#) get a copy too.

Market Growth

TRACTION: April Turned Conversation into Action



Prepared by Founding Education Member Sea Anchor Group.

March expanded the circle of influence. April began turning that influence into movement.

Across the country, dealers participating in the TRACTION framework focused on helping communities take practical next steps toward neighborhood mobility. The shift was subtle but important: instead of simply educating stakeholders, dealers began making progress easier to act on.

One clear lesson from April was that communities rarely move forward through large decisions first. They move through manageable ones. Dealers who asked for small wins; a route review, a safety conversation, a stakeholder meeting, or a simple pilot discussion, often created more momentum than those pushing too hard, too soon.



Visualization also mattered. Dealers who put possible neighborhood routes on paper helped residents, HOA boards, and local officials see how golf cars and LSVs could



connect homes to clubhouses, marinas, schools, or nearby destinations. Practical routes made the opportunity feel real.

April also showed the value of approachable public engagement. Small events, informal Q&A sessions, and safety-first demonstrations created visibility while reducing pressure. Communities tend to support what they can understand and experience.

Finally, disciplined follow-up continued to separate serious market builders from everyone else. Dealers who sent concise summaries, next-step recommendations, and useful materials kept momentum alive after the meeting ended.

April proved that progress doesn't always begin with policy. It often begins with one practical next step.

May's TRACTION series will focus on *Turning visible movement into everyday behavior*. Join [LSVDA](#) and be part of the growing network building responsible neighborhood mobility across the country.

LSVDA Note: Follow our LinkedIn and Facebook Pages for weekly Pro Tips on how to grow your local markets. And, look for the full article in [Golf Car Options Magazine](#).

We anticipate producing a "how to" book at the end of the series. If your business would like to sponsor this book reach out to our executive director at michael@lsvda.com.

Membership and Communications

Platinum Sponsor Highlight



AI Revenue Engine for Sales, Rental, and Service

Chasi has joined LSVDA as a Platinum Sponsor, bringing a new category of capability to dealer operations, AI agents that work 24/7 to help dealers respond faster, convert more demand, and deliver more with the team they already have.

At its core Chasi is building an AI layer that works alongside the systems modern dealerships already rely on. Its agents integrate across front desk, sales, rental, service, parts, and finance, helping dealers capture missed opportunities, improve response times, and deliver a more consistent customer experience.

For many dealers, the challenge is not demand, it's execution. Missed calls, delayed follow-up, and inconsistent workflows can quietly limit growth. CHASI addresses these



gaps directly, enabling teams to do more with existing resources while improving how customers experience the dealership.

This is not about replacing people. It's about supporting them.

Chasi's approach aligns closely with LSVDA's focus on Dealer Performance & Profitability. Their work is centered on practical outcomes, helping dealers:

- Capture inbound demand that would otherwise be missed
- Improve speed and consistency of customer response
- Streamline service scheduling and follow-up
- Increase productivity across sales and operations

As Chasi engages with LSVDA members, the emphasis will be on education and real-world application. What works. What doesn't. And where AI can meaningfully support dealer growth.

As Executive Director Mike Alexander noted, "This is where the industry is going. Dealers that respond faster, operate more efficiently, and deliver a better experience will win. CHASI is building tools that support those outcomes."

For dealers looking to improve performance and get more from their existing teams and tools, this is worth a closer look. Call (984) 477-9862 to interact with us.

Platinum Sponsor Highlight



Kawasaki proudly supports the LSVDA's mission to grow the low-speed vehicle market safely and responsibly. As a Platinum Sponsor, Kawasaki is helping shape the future of mobility as the category continues to evolve.

With the introduction of the NAV® Personal Transport Vehicle (PTV), Kawasaki has entered the market with a purpose-built solution—engineered from the ground up rather than adapted from traditional golf platforms. The NAV features forward-facing four-passenger seating, an industry-first rear seat for cargo flexibility, and the quality expected from a global engineering leader. As Michael Jacobs, Senior Manager at Kawasaki Motors Corp., U.S.A., explains: *"We started with a blank sheet of paper and a small team focused on understanding the market. From day one, we approached the project with an open mind—ensuring every idea and question was thoughtfully evaluated."*

NAV® vehicles are designed and manufactured at Kawasaki's Lincoln, Nebraska facility. Opened in 1974 as the first foreign-owned vehicle manufacturing facility in the United States, the site has grown from 286,000 square feet to nearly 1.3 million square feet across manufacturing, office, and warehouse space on 335 acres. In 2001, Kawasaki



expanded further with a 437,000-square-foot rail car manufacturing facility. Kawasaki's U.S. manufacturing footprint also includes engine production facilities in Maryville and Boonville, Missouri, reinforcing the company's long-term commitment to domestic production and innovation.

Kawasaki's global tagline, "*Let the Good Times Roll.*"[®]

Dealers interested in becoming a Kawasaki NAV dealer can apply online at:
<https://www.kawasaki.com/en-us/become-a-dealer>

Supplier Sponsor Highlight



Why Stronger Teams Are Becoming a Competitive Advantage for Dealers

In today's market, many dealers are focused on the visible parts of growth: inventory, sales, service capacity, customer demand, and market expansion.

But one of the most important drivers of long-term performance often sits behind the scenes: the strength and stability of the team.

That's one reason LSVDA is pleased to welcome Daybright Financial as a new Supplier Sponsor.

Daybright brings practical expertise in employee benefits and workforce-related infrastructure, which includes areas that can directly impact employee retention, recruiting, and the overall professionalism of a dealership operation.

As many dealers grow, the challenge is no longer just generating business. It's building a team that can sustain it.

When employees better understand their benefits, when owners spend less time untangling HR-related confusion, and when businesses operate with more structure, the result is often a stronger and more scalable dealership.

That is where Daybright can add value. Their work aligns especially well with LSVDA's Dealer Performance & Profitability pillar, where the focus is not just selling more, but building better businesses.

As the industry matures, dealers who invest in stronger internal operations, including their people, will increasingly separate themselves from the pack.

Welcome to LSVDA, Daybright.



For more information visit [Daybright Financial](#) or contact Murat Tokat at (813) 610-1336 or mtokat@usenrollments.com

Principal Matters (a new series)

Interviews are conducted by Mike Alexander, Executive Director, LSVDA.

This month, we are launching a new recurring series inside *Driving Forward* called Principal Matters. The goal is simple: hear directly from serious operators about what is top of mind in the business right now. Not theory. Not fluff. Just what dealers are seeing.

If you would like to offer your take on the industry, best practices or anything you believe will help other dealers, send an email to [Mike](#) to start the conversation.

Execution Is the New Advantage – Principal Matters No. 01

For this first installment, I spoke with Brian Rott, CEO of Cart Mart and Chairman of LSVDA, about what keeps him up at night as a multi-store owner. The conversation moved quickly past selling and into something more important: execution.

Brian made a point that hit home immediately. Most dealers do not have a sales problem first. They have an organizational one.

***“We don’t have a sales problem.
The issue is organizational, systems, and communication.” – Brian Rott***

That means the real work starts with communication, systems, process discipline, and understanding the numbers.

Too often in this business, we default to the easiest conversation: how to sell more. But if your team is not aligned, your internal communication is inconsistent, your expectations are unclear, or your processes live mostly in people’s heads, more sales can make the business harder to run, not easier.

When I asked what is really on his mind right now, Brian did not start with lead flow or promotions. He went straight to communication. Internal. External. With suppliers. With financial partners.




“Communication. That’s where most of the breakdowns happen.”

That matters because growth creates complexity. As dealerships expand, they become harder to manage when information moves slowly, handoffs are inconsistent, and teams operate from habit instead of process.

That is where the small things start to cost you. Missed follow-ups. Service misunderstandings. Parts delays. Financing disconnects. None of these feel significant on their own, but together they quietly cap performance.

Brian also pointed to something many dealers still underestimate: the importance of operational basics. Understanding the numbers. Using better tools. Tightening systems. Managing the business intentionally, not just working hard.

The strongest operators are not just asking, *How do we sell more units?* They are asking better questions:

- How well are we communicating?
- Where are we still too loose operationally?
- Do our people know what good looks like?
- Are we using the right tools?
- Do we understand the business well enough to improve it?

As this market continues to develop, the dealers who win will not just be the ones with the best location, the hottest brand, or the most traffic. They will be the ones who build cleaner businesses with stronger systems, tighter communication, and more discipline underneath the hood.

That is what creates resilience. And over time, that is what creates value.

One of the exercises I do in my consulting practice, especially with strategic and operating planning engagements is an exercise to immediately take action. When I introduced the **Next Steps: Start / Stop / Keep** activity to Brian, he didn’t hesitate.

Start: Audit how your team communicates and where breakdowns are costing you time, trust, or performance.

Stop: Assuming sales growth will cover for weak systems, unclear expectations, or poor operating discipline.

Keep: Building a business that is easier to run, easier to understand, and stronger beneath the surface.



*“This is not just about making the business easier to run.
It is also about building a business that is worth more over time.”*

Mike’s Takeaway: How This Impacts the Value of Your Company

From an equity value creation perspective, this is about more than operations. It is about building a better business.

Communication gaps, weak handoffs, and inconsistent processes create cost. They slow execution, reduce accountability, compress margins, and make performance harder to scale.

Businesses with stronger systems and clearer management discipline tend to produce cleaner financial performance and more durable EBITDA.

And when the time comes to bring in capital or sell, buyers pay more for companies that are organized, repeatable, and less dependent on daily heroics and a single person.

Better execution does not just improve today’s business. It improves long-term value.

A mindset that includes constant movement and constant improvement is what defines Mikey’s Motors. In a changing market, they’re not reacting. They’re executing. Learn more about Mikey’s Motors and how they’re driving growth in their market at this [LINK](#).

Member Advantage

Exclusive opportunities for LSVDA Premium Members

LSVDA is expanding how we deliver measurable value to dealer members. Beyond education and advocacy, we are working with select sponsors to create targeted opportunities that improve dealership performance and employee retention, reduce cost, and strengthen operations.

This section highlights curated offers designed specifically for professional dealers. These are not generic discounts. They are practical tools to help you operate more effectively and protect margin in a more competitive market.

LIGHTSPEED® Lightspeed DMS (Platinum Sponsor)

You're Leaving Money on Every Deal. Here's the Fix.

Disconnected systems drain revenue from every sale. [Lightspeed DMS](#) [dealer management software] gives LSVDA members one connected system to maximize



accessories, service, parts, and margins on every deal -built for how golf car dealers actually operate.

Get started for \$0 upfront + up to 6 months FREE. Offer valid May 1 – July 31.

[Claim Your LSVDA Exclusive Offer →](#)



National Powersport Auctions (Platinum Sponsor)

Inventory Access + Buyer Fee Credit

LSVDA Members receive a complimentary one-year NPA membership along with up to \$300 in buyer fee credits on their first purchase.

Why this matters:

As pre-owned inventory stabilizes, access to transparent, well-documented units becomes a margin lever. NPA helps dealers source efficiently while reducing acquisition risk.

Dealer takeaway:

If you are rebuilding your pre-owned strategy in 2026, this is a low-risk way to expand sourcing options.

Action: To get started contact NPA Dealer Registration at 888.292.5339 x923302 | visit npauctions.com/Register-golfcar.aspx or email | dealer-reg@npauctions.com



Christensen Group (Platinum Sponsor)

Free Insurance Profile Review + Risk Consultation

LSVDA Members can access a complimentary Insurance Profile Review and consultation through Christensen Group's LSV Shield™ platform, designed specifically for LSV and golf car dealers and fleet operators.

Why this matters:

As dealers expand into street-legal rental fleet, and commercial applications, insurance complexity and exposure are increasing. Most policies were not built for how this industry operates, creating gaps in coverage, cost inefficiencies and limits revenue growth opportunities.

Dealer takeaway:

If you have not reviewed your coverage in the past 12–18 months, you are likely carrying risk or overpaying for misaligned protection.



Action: Learn more or request your review [HERE](#) or contact Brandon Schuh at BSchuh@christensengroup.com



Free Workforce Assessment + Benefits Review

LSVDA Members can access a complimentary workforce assessment and employee benefits review through Daybright Financial, focused on **improving team stability, employee retention,** and internal operations.

Why this matters:

As dealerships grow, performance is increasingly tied to workforce consistency. LSDVA's **Q1 report lists Staffing Issues as the number three cause limiting growth.** Confusion around benefits, administrative friction, and unclear employee value can lead to turnover, lost productivity, and hidden costs that impact profitability.

Dealer takeaway:

If you are experiencing turnover, hiring challenges, or spending too much time on HR-related issues, there is likely an opportunity to strengthen your operation and reduce friction.

Action: Review Daybright Financial's [WEBSITE](#) and contact Murat Tokat at mtokat@usenrollments.com or (813) 610-1336 to request your assessment

Looking Ahead

We will continue expanding Member Advantage with additional sponsor-supported programs focused on:

- Service profitability and absorption
- Inventory and sourcing efficiency
- Digital retailing and lead conversion
- Compliance, safety, and risk reduction
- Executive coaching and team dynamics

Not a Premium Dealer Member yet?

Upgrade your membership to unlock full access to these and future Member Advantage opportunities. Join or upgrade [HERE](#).

If you are a sponsor with a dealer-first solution, or a dealer with a need we should solve, [BOOK](#) 15 minutes with our executive director to explore the possibilities.



What Would One Good Idea Be Worth This Year?

April is a good reminder that what you don't know can get expensive. That's true in taxes. And it's just as true in this business.

Most dealers don't lose ground because of one big mistake. It's usually smaller things:

- A regulation you didn't hear about early enough.
- A safety issue that could have been avoided.
- A margin leak in sales or service.
- A local opportunity someone else acted on first.

That's where better information changes outcomes. Because in this industry, sometimes:

- one tip from the newsletter
- one takeaway from a member-only briefing
- one benchmark from a best practices group



...can pay for your membership many times over.

That's the role LSVDA is built to play. Not more noise. Not more clutter. Just better information, better awareness, and better decisions.

Dealers who stay ahead of policy, safety, and market trends will make better decisions than those forced to react later.

Know more. Miss less. Lead better. Driving Forward.

If you've been watching from the sidelines, now is a good time to get involved.

Join [LSVDA](#)

Please Welcome Our New Members

Since October 2025, we have grown to over 400 dealer members and 20 Sponsors. We would like to welcome our newest members.

Sponsor Members: [Chasi](#) AI Revenue Engine, [Daybright Financial](#)

Dealer Members: Platinum: [CADDY CARTS](#), A-Z Golf Cart Specialists, Inc., GolfCartsPro, Eastern Shore Custom Carts, Dave Warren Auto Group, Electric Car Sales and Service



Events and Education Opportunities

Webinars

New: LSVDA All-Network Briefing & Open Forum | May 28 at 4:00 PM ET

We're introducing a new quarterly session designed to give members more direct access to LSVDA leadership. A practical update on the market, what LSVDA is working on, and open Q&A with the network.

This is a dealer-first conversation, **open to members and sponsors**. [Register](#) and join us.

Upcoming: We are working with Sponsors and Committee Chairs to plan our next Education Best Practice Webinar. Likely in late June. We will update you soon.

Trade Shows

We will be represented at and have a display at the following trade shows. We are working out details on possible member benefits and speaking engagements. More information coming soon.

- October 1 – 3, 2026, Charleston, SC: [GolfCarting Expo 2026](#)
- January 26 – 29, 2026, Orlando, FL: [PGA Show](#)

Closing Thoughts – Looking Ahead

This month reinforces a simple reality: the market is still growing, but it is separating.

The gap between disciplined operators and everyone else is widening. Not because of one big shift, but because of a series of smaller ones, policy awareness, inventory strategy, systems, team execution, and local market engagement.

Dealers who treat these as connected, not isolated, will continue to gain ground.

That is where LSVDA continues to focus.

- Better visibility into policy and enforcement.
- Stronger guidance on what is really working in the field, and,
- Practical connections between dealers, sponsors, and ideas that improve performance.

Because in a market like this, one good idea, applied early, can change outcomes.

If you are already engaged, stay close. There is more coming.

If you are still on the sidelines, this is the time to step in.

Warm Regards, The LSVDA Leadership Team

LSVDA: Know more. Miss less. Lead better. Keep Driving.





Kawasaki
Let the Good Times Roll™

NAV 4e

BECOME A DEALER



MARKETING TOOLS

- Co-op programs
- Parts & accessories support
- Lead management systems



BUILT TO LAST

- Assembled in the USA
- 2-year limited factory warranty
- 6-year Li-ion battery coverage on select models



EXPERT SUPPORT

- District managers
- Service advisors
- Tech hotline
- Dealer training



ASSEMBLED IN THE USA
FOREIGN & DOMESTIC PARTS



Become a Dealer



Explore NAV® 4e



LSVDA MEMBER EXCLUSIVE BENEFIT

Stop Making Every Hard Decision *Alone.*



WISE WOLF CONSULTING
PROFITABILITY, OPERATIONALS & FINANCIALS

EXCLUSIVELY FOR
LSVDA MEMBERS
SUBSCRIBING MEMBERS ONLY

Join a confidential peer group of high-performing golf car dealers — benchmark your numbers, exchange proven strategies, and build the informal board of directors your dealership deserves.

The Dealer Best Practices Groups for LSVDA Members, facilitated by **Wise Wolf Consulting**, bring together 10–12 non-competing dealers in a structured, NDA-protected environment built around the three operating engines that determine dealership profitability. Most members report receiving at least **10x the value** of their monthly investment — often from a single idea shared at one meeting.

THE THREE OPERATING ENGINES

- **Sales Management** — Higher close rates, improved margin discipline, predictable pipeline health
- **Service Management** — Stronger labor margins, better technician retention, increased fixed-ops absorption
- **Rental & Fleet Management** — Smoother cash flow, higher utilization, increased customer lifetime value

"Joining a best practice group has been the single most value-added decision of my career. The members have become my informal board of directors, my sounding board, and my friends. They provide perspective, accountability, and moral support — giving me greater confidence in the day-to-day decisions business leaders are typically expected to make on their own."

— CEO, Jeffrey Allen Inc. | Best Practices Group Member



CHOOSE YOUR FORMAT

IN-PERSON GROUP

Full-two-day meetings each year (Spring & Fall) at rotating locations — dealer updates, financial reviews, gap analysis, and accountability commitments. Ideal for deep, face-to-face collaboration.

ONLINE ZOOM GROUP

Two-hour sessions every month — same benchmarking, structure, and peer collaboration without the travel. Ideal for dealers who want consistent monthly engagement.

INVESTMENT

\$335
per month - 1-year
commitment

Includes all facilitated meetings, regular financial composites, gap analysis, and all group tools & templates

All groups are geographically protected — no two members share a trading area. Financial data shared under NDA. Groups launch once 5–6 dealers confirm. Priority given by sign-up order. **Spots are limited.**

Ready to Join?

Contact **George Keen** at **Wise Wolf Consulting** to verify eligibility and schedule your introductory call.

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www.WiseWolfConsulting.com

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LSVDA sponsor partners across education, technology, and the dealer value chain.



Join Now

Join Now or Schedule a Personal Overview

Trusted by leading suppliers and OEMs across the golf, PTV, and LSV ecosystem.



Schedule a Conversation
30-Minute Intro Call

