LSVDA
DRIVING FORWARD NEWSLETTER
Advancing Local Mobility
Low Speed Vehicle Dealer Association



STRONGER DEALERS. TOUGHER MARKET.

Dealer confidence remains positive, but the business of selling and servicing Local Mobility vehicles is becoming more competitive.

LSVDA's Q3 Dealer Confidence Survey reveals an industry where most dealers expect revenue to grow or remain stable, even as pricing pressure intensifies. That combination raises an important question: What separates dealerships that simply compete on price from those building profitable, sustainable businesses?

This issue examines the answer from several perspectives.

Our *Principal Matters* feature explores how Michael Brooks of Gator Golf Cars uses management systems, service capabilities, and operating discipline to build a stronger dealership. We also examine supplier selection, technician development, and the safety practices that help protect customers and community access.

Meanwhile, LSVDA is advancing new dealer performance training and preparing expanded programming for the 2027 PGA Show.

The message is clear: A tougher market demands better information, stronger operating systems, and more disciplined execution.

AT A GLANCE

▸ **Q3 Dealer Confidence: Optimism Meets Pricing Pressure**
92% of responding dealers expect revenue to grow or remain stable, while 42.5% identify competitive pricing pressure as a major concern. Discover what the findings mean for your 2027 planning.

▸ **Principal Matters: Building a Dealership That Runs on Systems**
Michael Brooks of Gator Golf Cars shares how consistent processes, mobile service capabilities, employee accountability, and customer relationships help create a stronger business.

▸ **Trade & Safety: Protecting Your Dealership and Your Customers**
Changing import conditions make supplier due diligence increasingly important. Meanwhile, responsible vehicle deliveries and customer education remain essential to protecting public confidence in Local Mobility.

▸ **More Miles = More Market: Access Creates Opportunity**
Communities continue evaluating where golf carts can safely operate. We report on developments and why local road-access decisions matter to dealers and market growth.

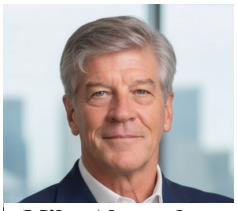
▸ **LSVDA News: Building a Better Business**
Discover LSVDA's new Online Dealer Performance Training initiative and plans for the 2027 PGA Show, including Thursday's LSVDA Dealer Day and complimentary admission for members.

BUILD A BETTER BUSINESS™ | Better information. Better decisions. Stronger dealerships.

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FROM OUR EXECUTIVE DIRECTOR

A Stronger Business Is the Best Response.



Mike Alexander, LSVDA Executive Director

Fellow Dealers and Industry Partners:

The Q3 Dealer Confidence Survey offers an encouraging message: most respondents expect revenue to grow or hold steady. But it also exposes a challenge. Pricing pressure is intensifying, and dealers cannot count on market growth alone to protect margins.

That is why this issue focuses on the business behind the vehicle. Michael Brooks describes the systems, people and service discipline needed to run a multi-location dealership. Our policy coverage shows why safety and responsible road access matter to every dealer. And LSVDA is advancing online Dealer Performance Training to help operators improve how their businesses run.

Our goal is simple: better information that leads to better decisions. The complete Q3 research is available to LSVDA members and qualifying survey participants. Others can purchase it for $995. If you are building a stronger dealership, I encourage you to join us.

I hope you find something in this issue worth using. Feel free to reach out for a conversation.

Driving Forward, Mike Alexander Executive Director

Remember: Professional Dealer Membership begins at $285 per location per year. Check it out HERE.

WHAT MATTERS THIS MONTH

Import Competition Is Changing. Dealer Due Diligence Matters More Than Ever.

Federal trade enforcement continues to affect certain imported low-speed personal transportation vehicles. Recent customs actions involving unassembled vehicles and liquidation instructions show why duty administration remains complex. These actions should not be read as a blanket exemption for vehicles assembled from imported components.

Changing sourcing and assembly methods also complicate market measurement. Finished vehicle import counts alone cannot establish how many vehicles reach dealers or retail buyers.

For dealers, the practical issue goes beyond duties and wholesale prices. Will the supplier provide parts, honor warranties and remain financially strong enough to support its vehicles?

DEALER TAKEAWAY | Evaluate the company behind the vehicle, not just the purchase price.

Safety Protects Access. Dealers Have an Important Role.

Recent golf cart crashes involving larger vehicles and passenger injuries reinforce the need for safe operation and clear customer education. Individual news reports do not establish a national accident trend, but they highlight risks that dealers should address at delivery.

Explain the differences among golf carts, PTVs and federally compliant LSVs. Review where the vehicle may legally operate, who may drive it, passenger rules and the equipment required for its intended use.

DEALER TAKEAWAY | Make a documented safety and local-rules checklist part of every delivery.

DEALER INTELLIGENCE

Dealer Confidence Holds Steady as Competitive Pressure Intensifies

Nearly 92% of dealers surveyed expect revenue to grow or remain stable, even as competition puts greater pressure on their businesses.

LSVDA's Q3 2026 Dealer Confidence Survey reveals a resilient dealer channel facing a more challenging competitive environment. About 55% of respondents expect revenue growth over the next 12 months, while 37% expect revenue to remain stable. Only 8% anticipate a decline.

But optimism does not mean business is getting easier. Competitive pricing pressure was identified as a constraint on growth by 42.5% of Q3 respondents, up from 32.6% in Q2.

The takeaway? Dealers still see opportunity, but protecting profitability while competing for customers is becoming more important.

The complete LSVDA Q3 Dealer Confidence Report examines changes in expectations, differences among dealer groups and emerging operating pressures. Detailed comparisons and implications are reserved for the full report.

GET THE COMPLETE REPORT — $995 VALUE

LSVDA premium members: Receive the complete report at no additional charge.

Q3 survey participants: Participating prospective members are eligible for a complimentary copy when LSVDA has their email address.

Investors, manufacturers and other industry participants: Purchase the report for $995 by contacting Executive Director Michael Alexander at michael@lsvda.com.



Not a member? Join LSVDA to gain access to dealer intelligence and programs designed to help build a better business.

Research note: These are respondents' expectations and reported constraints, not a forecast of industrywide sales or profitability. Q1 used a different constraints question format from Q2 and Q3.

One Question Worth Asking

If your revenue grows next year but gross margin shrinks, will your dealership be stronger? The full Q3 report explores the pressures behind that question. Our Principal Matters feature offers a practical example of a dealer working to build a more durable business.

PRINCIPAL MATTERS: WHAT TOP OPERATORS ARE DOING.

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

The Dealership Is a System, Not Just a Store – Principal Matters No. 06

How Gator Golf Cars is building a more professional, repeatable business

For Michael Brooks and the leadership team at Gator Golf Cars, growth is no longer simply a matter of selling more golf cars. The challenge is to build a business that can serve customers consistently across three locations, manage a large service operation, and adapt as buyers move beyond traditional two-passenger vehicles. The company is investing in people, measurement, facilities, marketing, and a broader customer relationship. The lesson for other dealers is straightforward: a larger dealership needs more than more inventory. It needs an operating system.

Run the Business by the Numbers



Brooks points to changes in systems, people, and inventory control as some of Gator's most important improvements over the past two years. Sales and service meetings now sit within a broader effort to measure performance and coordinate the work. As he puts it, "We can't manage what you can't measure."

That discipline matters at Gator's scale. Across three stores, the business has nearly 20 technicians and four trucks going out daily. It has added a full-time controller, administrative support for communication and logistics, and a full-time commercial sales manager. The addition of dedicated commercial sales leadership reflects Gator's commitment to growing this market through stronger customer relationships, more focused business development, and better coordination between sales and service. These positions are not simply overhead. They help the business manage the handoffs among sales, service, inventory, deliveries, and customers.

Brooks brings experience running 25 clubs for Blackstone, while his partners bring dealership-building and multi-unit franchise experience. The objective is to operate with the professionalism customers expect from other established businesses, rather than rely on the habits of a smaller, owner-directed shop.

Sell the Relationship, Not the Transaction

Gator's core business remains two-passenger golf cars, but its leadership sees opportunity in four- and six-passenger vehicles and street-legal transportation. The company has invested in its Naples presence, including owned facilities with separate sales and service locations, and is updating showroom lifestyle imagery to reflect how customers use these vehicles.

The company also brought on a full-time marketing manager following its acquisition of Zoom Around, a street-legal rental business. Brooks sees the rental operation as a way to reach more customers and build awareness, not simply as a stand-alone fleet of vehicles.

The larger idea is customer lifetime value. Gator wants to educate the buyer, sell the right car, maintain it, take it back on trade when appropriate, and earn the next sale. “We are not selling price. Our goal is to educate the customer.” That approach gives sales, service, marketing, and trade-ins a shared purpose.

Protect the Service Advantage

One of Gator’s clearest points of difference is its mobile service model for participating clubs. Appointments are coordinated in advance, and customers can call, text, or email to arrange work. Brooks says 99% of that service is completed on site. A commercial service vehicle supports commercial customers as well.

The model grew from a practical question: why transport a car back to the shop when a properly equipped truck and technician can complete the repair where the customer is? Less hauling means fewer handoffs and less disruption for the customer. It also requires strong scheduling, stocked vehicles, capable technicians, and clear communication.

Brooks is especially proud of the technicians and the training investment behind them. A concierge service promise only works when the company can deliver it repeatedly.

Know When to Exit an Activity

Expansion does not mean keeping every legacy service. Gator is moving away from two-passenger rentals because demand does not justify continuing that activity. At the same time, it is expanding its reach through a different rental model focused on street-legal vehicles.

That distinction is worth studying. A dealer can grow one part of the business while deliberately shrinking another. The test is not whether an activity has always been offered. It is whether it earns its place in the current business.

Teach Before the Customer Makes a Mistake

Brooks’s most immediately useful advice is to educate customers better. Many first-time buyers do not know the differences among vehicles, how to care for batteries, what is permitted in their community, or even whether a lifted vehicle will fit in their garage.

Gator uses a simple checklist for customers at participating clubs to capture important details before recommending a vehicle. The point is not more paperwork. It is fewer wrong orders, callbacks, misunderstandings, and avoidable service visits. Better education makes the purchase easier and the relationship stronger.

Next Steps: Start / Stop / Keep

Start: Measure sales, service, inventory, and customer handoffs consistently, then use the findings to improve execution.

Stop: Carrying low-demand activities simply because they have always been part of the dealership.

Keep: Investing in trained people, convenient service, and customer education that earns repeat business.

How This Impacts the Value of Your Company

Gator's experience illustrates why dealership value depends on more than revenue or the number of locations. A business with documented processes, reliable reporting, capable managers, and consistent service is easier to understand and less dependent on any one owner. Those qualities can matter to lenders and potential buyers as much as the growth story itself.

The customer lifecycle also has financial consequences. When a dealership earns the original sale, performs the service, and has a chance to handle the trade and replacement, it creates more opportunities for repeat revenue. Mobile service and better customer education can reduce unnecessary handling and rework, although each dealer still needs to measure the true cost of delivering those benefits.

Finally, the decision to leave a weak rental segment shows that discipline sometimes means saying no. Resources released from low-demand work can support services with better prospects. None of these practices guarantees a higher valuation. Together, they can support more durable earnings, more predictable execution, and a business that can grow without every decision running through the principal.

DEALER PERFORMANCE & PROFITABILITY

Better Technicians. Fewer Comebacks. Stronger Service Profits.

Qualified golf car technicians remain difficult to find. Training by trial and error can lead to wrong diagnoses, wasted parts, repeat repairs and unhappy customers.

Golf Cart Training Center, developed by LSVDA Dealer and Sponsor Member Tony Schwarzman, is using online education and diagnostic simulators to help technicians practice electrical troubleshooting before working on customers' vehicles. Its approach includes introductory safety instruction, virtual diagnostic exercises and a training pathway. Take a look and get your 10% LSVDA discount HERE.[1]

For dealers, the opportunity goes beyond course completion. Better diagnosis may improve productivity, reduce unnecessary parts replacement and strengthen customer confidence.

DEALER TAKEAWAY | Track first-time repair success, repeat visits, technician productivity and customer satisfaction—not just training hours.

A Five-Minute Delivery Conversation That Can Prevent Problems

A vehicle delivery is more than handing over keys. It is the last chance to catch misunderstandings about intended use, charging, maintenance and local road rules.

Ask the customer where the vehicle will be driven, who will operate it and how it will be stored. Review safe passenger capacity, the owner's manual, battery and charging instructions, and any

[1] LSVDA may receive a referral fee.

limitations of the vehicle's classification. Document the discussion and provide a point of contact for follow-up questions.

A consistent handoff can reduce avoidable callbacks and strengthen customer trust. It also gives sales and service teams a common standard.

DEALER TAKEAWAY | Use one delivery checklist across every salesperson and location.

Refurbishment: Know Your True Cost Before You Buy

Lower off-fleet acquisition prices may create opportunity, but purchase price is only the starting point. Battery condition, labor, parts, transport, warranty exposure and time in inventory determine whether a refurbished vehicle will earn an acceptable return.

Before committing to inventory, estimate the complete reconditioning cost and likely retail price. Assign a realistic turnaround time and decide who owns each step. Revisit the estimate after the first few units to see whether actual labor and parts match expectations.

DEALER TAKEAWAY | Buy for the margin you can verify—not the margin you hope to earn.

SPONSOR EDUCATION

Your Second Store Is Running on Whatever You Remember. Here's What That Costs.
Educational contribution developed with George Keen, Principal, Wise Wolf Consulting, a LSVDA Education Sponsor Member

It's Saturday morning at a golf car dealer's second store. A customer's cart is half-done on the lift, and the tech who started it quit Thursday. The parts are on the shelf at the other store. 4 rental cars are down. A commercial customer is 6 weeks past due for service. Nobody told the owner because the owner was the only one with the system, and he was 40 minutes away.

In my new article, The Owner Who Can't Be in Two Places, I walk through why the second store is where so many golf car dealers get stuck. Of 1,915 US dealer owners, 1,653 run one store. Only 28 run five or more. The second store breaks four things: the owner's line of sight, memory as the operating system, technician capacity, and cash you can actually see.

I put a number on it, too. A composite two-store dealer with 7 techs bills 52% of the hours he pays for, against an 85% model. That gap is worth $501,480 a year. Get half of it back, and you've added $250,740 with the same people and the same buildings.

Then I lay out five moves for owners running two or three stores. Four of them don't cost a dime in new software, new people, or new marketing. The fifth is getting your numbers next to another owner's.

Read the full article, and if it sounds like your Saturday, send me an email.

Learn more: Read the entire article HERE and reach out to George Keen, to learn more about LSVDA Best Practice Groups at george@wisewolfconsulting.com .

The Profit Center Hiding in Plain Sight
Educational contribution developed with George Montemayor, Partner, American Cart Care, a LSVDA Founding Member.

In a car dealership, the business office is its own department. It is called F&I, for finance and insurance, and it has its own manager, its own goals and its own line on the monthly statement. In almost all golf cart and LSV dealerships, that department doesn't exist. The cart sells, the customer pays, and the deal is done.

That leaves money on the table, and it leaves customers unprotected.

What F&I covers. F&I is everything offered once the price of the cart is agreed: financing, service contracts, battery coverage, tire and wheel protection, appearance protection and similar products. Each one answers a question the buyer is already asking. How will I pay for this? What happens if something breaks?

Why it matters to your bottom line. Your margin on a cart is set the day you price it, and a competitor can undercut it tomorrow. Product income is earned on the same deal, from the same customer, with no extra floor space or inventory. A dealer who presents protection on every sale builds a second income line that doesn't depend on the price of the cart.

It's good for the customer, too. A customer who is offered coverage, and understands it, can decide for themselves. A customer who is never offered it can't. When an uncovered repair comes later, the frustration often lands on the dealer who sold the cart.

Making it a department. It starts with three habits:

- Offer every product to every customer, every time.
- Track products sold per cart sold, for each salesperson.
- Train your team to explain coverage simply and honestly.

The takeaway: F&I is not an add-on at the end of the deal. Run it like a department, measure it like one, and it can pay like one.

Next month: What's on the menu. A look at the protection products golf cart and LSV buyers ask about most.

MARKET DEVELOPMENT

Building Safer Streets Together - Safety Preserves Access. Access Grows Markets.

Winning approval for golf cars and LSVs locally is an important accomplishment. Keeping that approval requires responsible operation.

Professional dealers understand that every golf car or LSV operating in a community represents more than a vehicle sale. It represents the confidence residents and local officials have placed in this growing transportation category.

That confidence must be protected.

Start with operator education. Provide practical safety checklists explaining local rules, passenger limits, visibility, safe speeds and responsible driving habits.

Next, inspect before delivery. Whether a vehicle is a PTV covered by ANSI/OPEI Z135 or an LSV subject to FMVSS 500, dealers should verify that applicable safety equipment is present and functioning before the customer takes delivery. Don't assume compliance. Inspect and document it.

Insurance education is another opportunity to demonstrate leadership. Help customers understand why coverage matters and connect them with knowledgeable providers. Comparion Insurance offers retail insurance resources, while LSV Shield provides a rental LSV insurance option.

Finally, engage younger operators. A "Drive Smart at 16+" campaign can bring dealers, parents, HOAs and law enforcement together to reinforce responsible driving and applicable age requirements.

The business case is compelling. Communities that experience safe, responsible local mobility become advocates for expanding access. Communities experiencing preventable incidents may reconsider it.

That's why safety isn't simply a dealership obligation. It's a market development strategy.

Safety preserves access. Access encourages adoption. Adoption creates lasting market growth.

Professional dealers help make all three possible.

LOCAL MOBILITY ACCESS WATCH (new feature)

More Miles = More Market

Two Florida communities illustrate how local governments are balancing golf cart access with safety.

Pasco County — A Clearer Route-Approval Process

In October, Pasco County approved updated rules for golf cart use on designated roads and qualifying trails. The changes consolidate earlier authorizations and establish a process for considering additional routes, while retaining existing approved roads.

North Port — Connections Under Consideration

North Port has considered an ordinance for golf cart travel on designated sidewalk segments along U.S. Highway 41, subject to width, speed, equipment and signage requirements. Its status should be checked against the latest city record before publication.

These developments do not yet establish a verified net increase in permitted miles. LSVDA's Access Watch will distinguish miles approved, restricted and under consideration as reliable route data become available.

DEALER TAKEAWAY | Know your community's approved routes. Help local leaders connect useful destinations without compromising safety.

LSVDA UPDATES

2027 PGA SHOW: THURSDAY IS LSVDA DEALER DAY!

January 27–29 | Orlando, Florida | LSVDA Booth #2397

LSVDA is bringing expanded programming and exclusive member benefits to the 2027 PGA Show!

Thursday, January 28, is **LSVDA Dealer Day**, featuring Dealer Performance Peer Networking Sessions, strategies to improve growth and profitability, member meetings, industry updates, and sponsor networking opportunities.

FREE ADMISSION FOR LSVDA MEMBERS! Members receive complimentary admission to all three days of the PGA Show.

Members: Check your email for your exclusive registration offer!

Not a member? **Join LSVDA today** at the Professional Level or higher by clicking HERE, to access complimentary PGA Show admission and year-round dealer resources and benefits. Build a Better Business™

GolfCarting Expo 2026 Presentation

At the 2026 GolfCarting Expo, LSVDA Executive Director Michael Alexander presented "The Next 5 Years: Policy, Safety, and the Future of Dealer-Led Market Growth."

His message: Policy determines access. Safety helps preserve it. Professional dealers help enable both.

The next five years offer tremendous opportunities for local mobility, but sustainable growth requires responsible products, strong dealer practices, and community engagement.

At LSVDA, we're committed to helping dealers lead that growth by expanding market opportunities while improving safety, professionalism, and profitability.

Thank you to the Golf Carting Dealer Institute for sharing the presentation which you can watch HERE.

More Miles = More Market!

LSVDA Advances Online Dealer Performance Training

The LSVDA board has approved the LSVDA Dealer Performance System™ initiative. The initiative has two components designed to help Local Mobility dealers build repeatable operating processes, develop people and improve profitability.

Online training is planned around six profit centers: new vehicle sales; used vehicle sales; parts and accessories; service; rentals; and finance, insurance and customer value-added products. Foundational instruction and later skills courses are also planned. You can sign up for more information HERE.

We will also launch LSVDA Dealer Performance Groups with a focus on peer networking, composite benchmark sharing and more. With monthly participation and quarterly meetings (two in person, two

online) you'll have an opportunity so meet with dealers who have already solved a problem you are facing. LSVDA Dealer Performance Groups will be facilitated by the best facilitators in our industry.

The initiative is moving toward a January 2027 launch and a prominent introduction at the PGA Show. Course availability, enrollment details and certificates of completion will be confirmed as development progresses.

Stronger systems. Better-trained teams. More accountable performance.

THE LSVDA DEALER GROWTH PATH

Not every dealership is at the same point in its journey, so we built four membership levels designed to reflect where dealers are today and where they want to go. Employee counts are guidelines and refer to employees dedicated to the dealership's Local Mobility business.

COMMUNITY | COMPLIMENTARY

New businesses exploring the market or dealerships with fewer than two employees.
You'll get this newsletter so you can stay connected to LSVDA and the broader Local Mobility industry. Complete LSVDA surveys to score a copy of reports.

PROFESSIONAL | $285 PER LOCATION

This level is recommended for established dealerships with approximately 2–7 employees dedicated to Local Mobility. Designed for dealers serious about building a well-run, respected dealership and improving customer service, operations and long-term performance. This level is also appropriate for satellite locations of Growth and Leadership members.

GROWTH | $1,295 PER LOCATION

Typical members are established dealerships with approximately 8–24 employees dedicated to Local Mobility. Designed for dealers focused on expansion, stronger management, team development, better systems and long-term profitability.

LEADERSHIP | $2,495 PER LOCATION

This level is recommended for larger dealerships with approximately 25 or more employees at the main location dedicated to Local Mobility. Designed for larger organizations that want deeper involvement in panels, pilots, committees, Principal Matters and other opportunities to help shape the direction of the industry.

LARGE MULTI-LOCATION DEALERS | $285 PER LOCATION (minimum 10 locations)

This level offers a unique opportunity to sign up each storefront as a Professional Level Dealer location, allowing your branch leader to receive benefits directly from LSVDA, for instance Free admission to the 2027 PGA Show in Orlando. The principal/owner and the HG location receive recognition and benefits at the Leadership Level.

The question is not simply where your dealership is today. It is where you want to take it.

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.

Golf Cart Training Center (Educational Sponsor)

Better-Trained Technicians. Stronger Service Profits.
Finding and developing skilled technicians is one of the industry's biggest challenges. Golf Cart Training Center offers online technical training, skills assessments, and interactive simulations designed to improve technician competency and dealership service performance.
Exclusive LSVDA Member Benefit: Save **10% on all training plans for your first 12 months**, including individual technician, shop, and dealer group subscriptions.

Why this matters: Better-trained technicians can mean fewer repeat repairs, faster service, improved customer satisfaction, and stronger service profitability.

Dealer takeaway: Whether you're training new hires or developing experienced technicians, this is a practical way to build a stronger service department.

Action: Claim Your Exclusive 10% LSVDA Discount HERE.

LSVDA may earn a commission on purchases made through this link.

Comparion Insurance Agency (Supplier Sponsor)

Helping Your Customers Find the Right LSV Insurance. Without Slowing Down the Sale.
Your customers are buying golf carts, neighborhood electric vehicles, and street-legal LSVs. But finding the right insurance can be confusing and time-consuming.

Comparion Insurance Agency, a Liberty Mutual company, offers the LSV Dealership Program, connecting your customers with local, licensed insurance agents who understand golf car and LSV coverage requirements. Agents compare options from multiple insurance carriers to help customers find coverage suited to their vehicle, intended use, and state requirements.

LSVDA Member Advantage: Participating dealers can connect customers with a dedicated local insurance agent at no cost to the dealership or customer. Dealers may also qualify for referral bonuses, subject to program eligibility and applicable state laws.

Point-of-Sale Support: Comparion provides dealership display materials featuring a scannable QR code, allowing customers to start the insurance process right from the showroom. It's a simple way to connect buyers with insurance assistance without slowing down the sale.

Why this matters: Insurance questions can delay a sale or create uncertainty for buyers. Comparion handles the insurance conversation while your sales team stays focused on selling vehicles.

Dealer takeaway: Improve the customer experience, simplify insurance referrals, and potentially generate additional referral income, all with minimal effort from your sales team.

Action: Interested in bringing the Comparion LSV Dealership Program to your dealership? **Click this LINK to start the conversation.** Or reach out directly to Adam Ruri, Leader of Comparion National Partnerships at Adam.Ruri@comparioninsurance.com

Program availability varies by state. Not available in AK, CA, GA, LA, MA, MI, or SD. Coverage and eligibility are subject to underwriting requirements and applicable policy terms. Referral bonuses are subject to program rules and state law.

See More Information About This New Program in the Sponsor Ads Section

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. Claim Your LSVDA Exclusive Offer HERE.

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 HERE 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, potentially 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

Daybright Financial (Supplier Sponsor)
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. LSVDA'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 opportunity to strengthen your operation and reduce friction.

Action: Review Daybright Financials' 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

When you have a choice, we encourage you to consider the companies that support LSVDA and our work on behalf of dealers.

Support the Sponsors Who Support LSVDA.

DRIVING FORWARD

Better Information. Better Decisions. Stronger Dealerships.

There is plenty of opportunity ahead in Local Mobility, but opportunity alone does not build a strong dealership. The quality of the decisions we make does.

Which inventory should you carry? Which suppliers should you trust? Where should you invest? How much service capacity do you need? What is changing in your local market? What risks should you understand before they become expensive?

Those are the kinds of questions we want LSVDA to help dealers answer.

Driving Forward will remain free because the entire industry benefits when dealers are better informed.

Our Dealer Briefs, research, Best Practice programs and member intelligence go deeper for Premium Member Dealers who want more.

ONE GOOD DECISION CAN PAY FOR MEMBERSHIP

Professional Dealer Membership begins at $285 per location annually, or less than $24 per month.
One better inventory decision, one useful idea from another dealer, one regulatory issue caught early or one improvement in service can easily be worth more than the annual cost of membership.
That is the value proposition.

BUILD A BETTER DEALERSHIP.

Professional | $285
Growth | $1,295
Leadership | $2,495
Multi-Store (minimum 10 locations) | $285 per year per store. Direct benefits to store leader. Principal/Owner and headquarters location acknowledged at the Leadership Level.

LSVDA.com

Driving Forward. Advancing Local Mobility.

Sponsor Advertising

COMPARION ADVANTAGE

LSV Dealership Program

Comparion Insurance Agency

Insurance guidance built for the low-speed vehicle buyer.

Your customers are buying golf carts, neighborhood electric vehicles, and street-legal LSVs — but most of them don't know what insurance they need, and most carriers don't make it easy to find out. Comparion Insurance Agency gives your customers a direct connection to a local licensed agent who understands LSV coverage, shops multiple carriers for the right fit, and makes the process fast and simple. No disruption to your sales floor. No confusion for your buyer. Come experience the Comparion advantage today.

For your customer:

- **Expert guidance on LSV and golf cart insurance coverage requirements**
- **Multi-carrier shopping to find the right coverage at the right price**
- **Fast, easy, and free — no cost to you or your customer**

Why Comparion?

Choice
We shop options from multiple carriers to match your customer's vehicle, usage, and state requirements — not a one-size-fits-all policy.

Connection
Our local agents get to know your customers and their vehicles so they can recommend coverage that actually fits how they ride.

Trust
We specialize in helping people navigate insurance. Your customers get expert guidance through LSV coverage requirements, so nothing falls through the cracks.

FOUNDING LSVDA DRIVING FORWARD MEMBER

Benefits	for you	for customers
Doesn't hinder your sales process.	✓	✓
Fast response time.	✓	✓
A local agent in your community.	✓	✓
Easy enrollment process.	✓	✓
Referral bonus eligibility.	✓	



Adam Ruri
VP, Head of National Partnerships
Adam.Ruri@comparioninsurance.com
Questions about the LSV Dealership Program? Reach out.

Local agents. Expert advice.

Program available except where prohibited by state law. Not available in AK, CA, GA, LA, MA, MI, or SD. ©2026 Comparion Insurance Agency, a Liberty Mutual Company, 175 Berkeley Street, Boston, MA 02116. The materials herein are for informational purposes only. All statements made are subject to the applicable insurance policy's terms, conditions, exclusions, and limitations. Availability, coverages, and features may vary by state. Eligibility is subject to meeting applicable underwriting criteria. Learn more about our privacy policy at comparioninsurance.com/privacy-policy.

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LSVDA MEMBER EXCLUSIVE BENEFIT

Stop Making Every Hard Decision *Alone.*

WISE WOLF CONSULTING
PRODUCTIVITY, PERFORMANCE & PROFITABILITY

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 **10× the value** of their monthly investment — often from a single idea shared at one meeting.

10× REPORTED VALUE RETURN

10–12 NON-COMPETING DEALERS PER GROUP

3 OPERATING ENGINES

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.

BestPractice@WiseWolfConsulting.com
www.WiseWolfConsulting.com
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