

The Independent Auto Damage Appraisers association
Membership Brochure



IADA

- Additional clients and assignment volume through IADA's exclusive claim portal, appraiser directory, and direct referrals to members
- On average, appraisers and adjusters can make an additional \$4000 to \$8000 in revenue through membership in IADA, from our claim portal alone.
- In addition, receive a full suite of membership benefits

IADA is a nonprofit dedicated to serving the auto damage appraiser. Our mission is to provide all the support you need to thrive as an IA.

What is IADA?

The Independent Auto Damage Appraisers association was founded in 1947 in response to skyrocketing automotive repair costs with little to no oversight. For 75 years and counting, IADA has served the industry nationwide as the leader in automotive damage appraisal—not as a service provider itself, but as a **nonprofit trade association** with the goal of setting and maintaining standards of skill and education, and striving wherever possible to help all members of our profession achieve success. Our membership includes the most elite, most highly experienced appraisal professionals in the industry. IADA members serve as I-CAR chairmen, expert witnesses, high level industry consultants, and more. For decades, membership in IADA has been a mark of distinction, letting the industry know that you are an elite member of our profession who is dedicated to the highest standards of excellence.

IADA is dedicated to serving every member of the independent auto damage appraiser professional community. Whether you are a member or not, IADA advocates for your role within our industry and makes many of our programs freely available to you, including our free monthly educational webinar series. Our goal is to give every IA the tools and support they need to achieve success. If we could, we would make every one of our benefits and programs freely available to every IA. As a **nonprofit 501(c)(3)** it is not the goal of IADA to make money. Our goal, plain and simple, is to help the members of our profession succeed.

However, the reality is that we need funding to provide this support. And that is where you can come in - By becoming a member of IADA, you help provide the funding that we need to ensure that not only you, but every current and FUTURE member of our profession has every resource they need to succeed.

IADA members pay nominal yearly dues to show that they care about their industry and their profession, to show their dedication to the highest standards of professional excellence, to bolster their business with the 75 year world-renowned legacy of IADA, and to ensure that future generations can share in the same success that we enjoy.

And if that is not enough, IADA offers a comprehensive suite of membership benefits that pay for the cost of membership dues many times over. Between the benefits to reputation, finances, software, professional networking, and education, the small yearly cost of membership in IADA is one of the surest investments you can make in your future as an automotive damage professional.

What are the benefits of IADA membership?

- Listing in the exclusive IADA claim portal and the official IA directory. Our website and claim portal are visited by thousands of insurance company and claims administrator reps every year to get direct referrals to IADA members for their claim needs.
- On average, our members receive **\$4000 to \$8000 in additional revenue** through our claim portal alone.
- Free access to several exclusive virtual training courses throughout the year, for 2021 this is including but not limited to the following topics: **New Technology in Collision Repair, Refinishing Procedures, Sectioning and Structural damage, Electrical systems and Supplementary Restraint Systems**

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What are the benefits of IADA membership? (continued)

- Listing in the exclusive **IADA claim portal and the official IA directory**. Our website and claim portal are visited by thousands of insurance company and claims administrator reps every year to get direct referrals to IADA members for their claim needs.
- On average, our members receive **\$4000 to \$8000 in additional revenue** through our claim portal alone.
- IADA markets on your behalf, bringing new clients and additional assignments to you through our claim portal and through direct referrals.
- Become eligible (but not required) to enroll in IADA's highly cost effective Errors and Omissions, and General Liability insurance policy. The premium for this policy is paid separately from membership dues in the amount of \$150 per \$100,000 of your gross revenue. We also have a cyber security insurance add-on available on request.
- Free access to several exclusive virtual training courses throughout the year, for 2021 this is including but not limited to the following topics: **New Technology in Collision Repair, Refinishing Procedures, Sectioning and Structural damage, Electrical systems and Supplementary Restraint Systems**
- Attend yearly IADA conferences and other events to network with the elite of our industry including: leading insurance companies, claims administrators, IA firms, education providers, and more. (Please note that as of January 2021 future conferences are pending the status of the covid pandemic)
- Access to the full knowledge of our membership, guidance and support from veterans of the industry. Want to know how to expand your IA business? What direction to go in next? How to improve your skillset? What's the next step in your career journey? There is no better source of knowledge than your fellow IADA members.
- Receive discounts on software and services including NADA valuations, CarFax reports, Audatex products, WeGoLook, **TruckWriter heavy truck estimating platform** and **Duncan RV estimating platform**. This list is constantly expanding!
- 24/7 administrative support from IADA staff including: Appraisal consultation, estimate review, remote IT support, and administrative assistance. In addition, IADA can help you build and maintain a website and social media presence for your company.
- **Discounts on education including:**
 - ⇒ Exclusive IADA scholarship for Vale Training Solutions courses including auto appraisal, heavy truck appraisal, and property courses.
 - ⇒ Discount on IADA advanced auto damage training courses (coming March 2021)
 - ⇒ 25% Discount on courses with IA Path
- Become part of IADA's legacy and share in our 75 year reputation for excellence, skill, and knowledge. IADA members are renowned throughout the nation as the most highly skilled damage professionals in the industry.
- Help shape the future of our profession and our industry. Members are eligible to run for a leadership position in IADA's board of directors, to have a direct hand in leading the IA profession for years to come.

How do I become a member of IADA?

Membership Requirements:

- You must be currently working as an independent appraiser or adjuster who handles auto claims. Members need not handle EXCLUSIVELY auto claims, but auto claims must be a part of your business.
- You must be owner or partner in a **non-franchise** IA company. Sole proprietors are very much welcome! If you do have employees, your membership will extend to them as well as **Associate Members**. If you are employed by, but do not own, an IA company, talk to your employer about applying for IADA membership! If you work as a contractor, not a W2 employee, you are eligible for IADA membership. Franchise IAs or employees of non-member IA firms may also wish to look into our limited **Honorary Membership**, which allows individuals ineligible individuals to receive some benefits of membership and show support for IADA.
- You must have a combined 2 years of auto estimating, auto adjusting, and auto damage appraisal experience. This includes but is not limited to body shop experience, insurance company experience, and independent appraiser experience.
- You may not be affiliated with any repair facility, or otherwise engaged in any business which would create a conflict of interest to your work as an independent auto damage appraiser.
- All IADA members are required to hold Errors & Omissions insurance, in keeping with standard professional practices in our industry. You must provide a current E&O certificate, or enroll in IADA's highly cost-effective Errors & Omissions and General Liability insurance policies.
- Pass a background check, and a review by our membership committee.

If you meet all of these criteria, you will need to submit an application on <https://www.iada.org/about/become-a-member/> and submit a non-refundable \$100 application fee. This fee goes to cover administrative costs of review, and the fee for a criminal background check to ensure that IADA includes only the most reputable individuals.

After a short review period, you will receive a membership packet and be welcomed into IADA with all of the benefits that entails!

How much does it cost to be an IADA member?

As of 2021, IADA is conducting a **membership drive** inviting every member of our profession to join our association and share in the benefits of a united group of auto damage appraisers. With newly revised membership requirements, our doors are open to any appraiser who is dedicated to skill and excellence within our field.

As part of this membership drive we have the following special offer for new members:

Special Offer: \$750 per year membership dues (only \$62.50 a month)

(This does not include any associated E&O insurance premiums)

Or

\$1000 for 2 years (\$500 per year, only \$42 per month)

Normal membership cost: \$1000/year +\$75 per additional appraiser

Frequently Asked Questions:

What are these funds used for?

IADA member's dues are used to fund the administrative costs of our small staff and operating costs of the association, which include:

- providing appraiser referrals in response to client inquiries
- maintaining our website and claim portal
- providing frequent assistance to members
- Developing auto damage training courses
- networking with other organizations in our industry to create opportunities for IADA members, arrange training courses and conferences, and create new member benefits
- Organizing virtual and physical events for our professional community
- Advocating for the independent appraiser's continued role in the collision industry
- Marketing for new members
- Marketing for new clients for our members

Why not a lower cost?

Don't think of it as a cost—think of it as an investment in your professional future. The number of independent appraisers simply is not as large as the numbers of many other professions, so we do not have the benefit of large volume in getting the funding we need to effectively operate the association. However, we more than make up for this cost by providing several times this value in additional revenue and benefits. This funding allows us to employ a small but exceptional executive staff of two to make sure that members receive all the support they need, and to ensure that our membership benefits are always growing and improving.



IADA
DAMAGE APPRAISERS

Are you ready to take your career to the next level?

We want to help you achieve success as an IA.

For 75 years in our industry “IADA” has meant excellence, integrity, skill, knowledge, and mastery in the auto damage field.

You can be part of that legacy.

Get insured

Get support

Earn more money

Sharpen your skills, deepen your knowledge, and save on professional education

Grow your business

Network with the industry elite

Receive guidance from industry veterans

Make your voice heard in our industry

It is our goal to make IADA membership the best investment you can make in your professional future. Would you like to be a part of our prestigious association?

IADA.org