

# LOCAL DEALER EARNS "CERTIFIED MASTER DEALER" DESIGNATION



Christopher Haus of Haus Auto Group is the first independent automobile dealer in Canfield, Ohio to earn the NIADA Certified Master Dealer® designation. He completed the course held in Arlington, Texas recently. The National Independent Automobile Dealers Association only offers this certification to dealers who meet high standards in finance, inventory, stability, and business practices in conjunction with the completion of an intense four-day course. In addition to being the first dealer in Canfield to earn this prestigious achievement, he's one of only five CMDs in Ohio.

Haus has been involved in the automobile industry since he was 12 years old washing cars for his father. He literally learned the business from the ground up, taking on more duties as he got older. Today, at the young age of 27, Haus is responsible for the daily operations of the dealership and is still passionate about selling cars. As a Certified Master Dealer, he encourages his entire team to move forward to ensure that the customers' needs are always met.

"My goal is to become more qualified in all aspects of the dealership's operations creating the best shopping environment for our customers," said Haus. His dedication to the industry is clear through his continued involvement with NIADA and Ohio IADA. Visit [www.hausautogroup.com](http://www.hausautogroup.com) to learn more about Haus and his dealership.



Certified Master Dealer is a program offered only by NIADA. NIADA represents quality independent automobile dealers and equips them with the skills to become more successful. The CMD course teaches dealers how to effectively acquire and manage inventory, improve profitability by understanding expense control, reduce advertising while increasing sales, and provide superior customer service through a responsive sales staff. The courses are developed and presented by Northwood University staff and faculty members. As with most goals that are worth pursuing, pursuit and maintenance of the CMD designation requires major investment of a candidate's time and effort. Visit [www.niada.com](http://www.niada.com) to learn more about the CMD program.