



ISSUE	EDITORIAL FOCUS	AD CLOSE/ MATERIAL DUE
NADA Issue	<ul style="list-style-type: none"> Digital Connection: From Lead to Showroom to F&I Going Digital: The Electronic Workflow 	12/7/18 12/12/18
January	<ul style="list-style-type: none"> Industry Outlook Quarterly Auto Finance Report 	11/29/18 12/5/18
February	<ul style="list-style-type: none"> F&I Benchmark Study Reinsurance Update 	1/3/19 1/9/19
March	<ul style="list-style-type: none"> Post-NADA Coverage NADA Tech Roundup: The New Arrivals 	1/31/19 2/6/19
April	<ul style="list-style-type: none"> The Future of Lead-Gen Sites Quarterly Auto Finance Report 	3/5/19 3/11/19
May	<ul style="list-style-type: none"> The Fintech Revolution Objection Handling: New Techniques and Strategies 	4/3/19 4/10/19
June	<ul style="list-style-type: none"> Tablets and the Omnichannel Movement F&I Online: Product Merchandizing 	5/2/19 5/8/19
July	<ul style="list-style-type: none"> Compliance Management Tools Quarterly Auto Finance Report 	6/3/19 6/7/19
August	<ul style="list-style-type: none"> Used-Car Market Update VSCs for High-Mileage Used Cars 	7/2/19 7/10/19
September	<ul style="list-style-type: none"> F&I Pacesetters Roundup: New F&I Protections 	8/1/19 8/7/19
October	<ul style="list-style-type: none"> F&I Menu Roundup Quarterly Auto Finance Report 	9/5/19 9/11/19
November	<ul style="list-style-type: none"> Industry Summit: Post-Show Coverage F&I Dealer of the Year 	10/3/19 10/9/19
December	<ul style="list-style-type: none"> Vehicle Subscription Services Newsmakers of the Year 	10/31/19 11/6/19

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Q1	<ul style="list-style-type: none"> New Year, New Profit Centers Sales Training for the Digital Age The Automation of the Service Department 	1/3/19 1/9/19
Q2	<ul style="list-style-type: none"> Better Late Than Never: How to Build a CMS Master the Online-to-Instore Lead Train New Hires for Instant Success 	4/3/19 4/10/19
Q3	<ul style="list-style-type: none"> Find, Reduce, and Eliminate Hidden Costs 3 Ways to Improve Your Online Reputation How Transparency Converts Leads to Sales 	7/2/19 7/10/19
Q4	<ul style="list-style-type: none"> 2019 Dealers' Choice Awards Dealership Design Issues You Haven't Considered Clean, Safe, Productive: Your Fixed Ops Checklist 	10/3/19 10/9/19



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January/ February	<ul style="list-style-type: none"> • 2019 Industry Trends • Refusal to Finance Non-OEM VSCs 	11/26/18 12/5/18
March/ April	<ul style="list-style-type: none"> • Agent Summit Pre-Show Issue: What to Expect • Interview with Agent Summit Keynote Speaker 	1/25/19 2/5/19
May/ June	<ul style="list-style-type: none"> • Special Industry Executive Profile Issue 	4/14/19 4/26/19
July/ August	<ul style="list-style-type: none"> • Agent Summit Post-Show Issue: A Recap • Agent Summit Featured Articles 	5/29/19 6/7/19
September/ October	<ul style="list-style-type: none"> • Special Dealers' Choice Awards Issue 	7/31/19 8/9/19
November/ December	<ul style="list-style-type: none"> • Special Technology Challenge Issue • Industry Summit Recap 	10/1/19 10/10/19

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Q1	<ul style="list-style-type: none"> • 2019 Industry Trends • The Reinsurance Climate - A Look at NCFs and DOWCs 	1/8/19 1/11/19
Q2	<ul style="list-style-type: none"> • The Inside Scoop: Straight Talk from Industry Leaders • The Digital Marketplace 	3/7/19 3/12/19
Q3	<ul style="list-style-type: none"> • PALS Pre-Show Issue: What to Expect • Interview with PALS Keynote Speaker 	7/9/19 7/12/19
Q4	<ul style="list-style-type: none"> • PALS Post-Show Issue • PALS Featured Articles 	9/6/19 9/11/19