

NEWSLETTER



BUILDING BRANDS
WITH PURPOSE
AND PASSION

“A boat doesn’t go forward if each one is rowing their own way.”

Phishing, Are you Aware ?

Phishing is the sending of fraudulent online messages designed to steal your valuable personal data, such as credit card numbers, passwords, account data, and other information.

Worldwide, criminals send billions of fraudulent e-mails or text messages daily that appear to come from websites or people you trust, like your bank or credit card company, and request that you provide personal information.



HELLO & WELCOME

August, 2024

Message From our CEO

We sincerely value everyone's dedication during the CDK circumstance. The organization has learned a lot from it and has become more aware of how reliant on technology we are, but we can achieve great things with professionals like you. Un abrazo a todas



Luis Somoano
CEO & President

“The only goal you can't accomplish is the one you don't go after”



DORAL AUTOMOTIVE GROUP

DORAL
LINCOLN



LINCOLN
OF CUTLER BAY



FORD
OF KENDALL

Easy Traditional Gazpacho Andluz Recipe



Here is the Recipe From Our CEO



The History of Gazpacho Andaluz

Gazpacho Andaluz, or Andalusian gazpacho, is a cold soup that originated in the Andalusia region of southern Spain during the AL-Andlus period in the 8th century. The original recipe was simple and nutritious, made with basic ingredients like bread crumbs, garlic, olive oil, vinegar, salt, and water.

Method

STEP 1

To a small bowl, add the bread and enough cold water to submerge. Set aside to soak for 30 minutes.

STEP 2

Use your hands to squeeze all of the moisture out of the bread, discarding any soaking liquid. Place the bread in the bowl of a food processor, then add the cucumbers, tomatoes, garlic, vinegar, olive oil, and 1 cup cold water. Process until very smooth. Place a fine mesh strainer over a large bowl and strain the vegetable puree, pressing on the solids with the back of a wooden spoon to make a completely smooth soup. Season to taste with salt, then cover and refrigerate for at least 2 or up to 24 hours.

STEP 3

Serve in individual glasses, or in soup bowls with optional garnishes on the side

Ingredients

1 slice country-style bread, about 1" thick, crusts removed
 2 lb. very ripe tomatoes, seeded and coarsely chopped
 2 tbsp. sherry vinegar
 Kosher salt

OPTIONAL GARNISHES

1/2 cucumber, peeled, seeded, and finely chopped
 1/2 small white onion, peeled and finely chopped

2 small cucumbers, peeled, seeded, and coarsely chopped
 1 garlic clove, peeled and chopped
 1/2 cup extra-virgin olive oil

1/2 green pepper, seeded and finely chopped
 1 cup 1/2-inch croutons
 1 small tomato, seeded and fine chopped .



A word from Cary Castro, GM of Lincoln of Cutler Bay

Your Potential is limitless, keep pushing yourself to discover what you are truly capable of.



A word from Steve Smith, GM of Ford of Kendall

Thank you to all the associates who worked so diligently to get our dealerships back up and operational subsequent to the CDK cyber-attack incident. In order to ensure we take preventative measures in the future regarding this subject, we are asking all associates to take Privacy, Safeguards and Cyber Security Training by the end of July. Your efforts to assist the company in protecting our business are greatly appreciated.



A word from Miguel Otero, GM of Doral Lincoln

“Motivation is what gets you started. Discipline is what keeps you going.”

Join our family and grow together!

Refer Someone Today!



Edith M. Muniz

HR Director

Contact me directly if you know of a candidate that would like to join the best family owned dealer group in Miami!

Office: (786) 582-6743

emuniz@doralautogroup.com

Just a friendly reminder that you can view all of our job postings in ADP under Myself, Talent, Career Center. Here you can apply for internal posts and share job postings with friends. Right now, we are looking for a Service Dispatcher, Technicians, Sales Associates, and many other positions! Please take a look at our career page !

Customer Facing Positions at Each of our Dealers

We have many customer service opportunities in our Sales and Service Departments! Strong interpersonal and communication skills are a must! Customer service or hospitality background preferred. Positions include, Greet-er, Loaner Coordinator, Service Concierge, and much more. If you are interested or know someone, please send them our way!

All Posistions other than Technicians

We will pay \$250.00 for any candidate referred who successfully passes the interview, background checks and is hired by the company. Referrals are paid 30 days after the referral provided the associate is still actively employed.

Sales Associates

The right candidate is outgoing, likes dealing with the public, organized and/or has prior sales or experience in the hospitality industry. If you are interested in applying for the sales associate position, please let your manager know and include why you feel you are qualified for the position.



DORAL AUTOMOTIVE GROUP

DORAL LINCOLN FORD OF KENDALL LINCOLN OF CUTLER BAY



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If the referral is hired and completes 1-3 months of service and the employee is still an employee of the Company, the employee is eligible to receive a monetary award.

The reward is currently a gross amount of up to \$1,500 for Automotive Technician Employee Referrals.

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\$ 500	Line Tech after 60 Days
\$ 250	Apprentice / Express Tech after 30 days

*In the event that the referring employee is terminated, the payout will be discontinued

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Phishing

The most effective way to protect us is by being Alert!

The sheer number of phishing attacks and the number of people caught by them is shocking. Billions of phishing emails are sent each day. On an average day, 153 viruses and 84 spam emails are blocked by technology on a dealership network. (source: Automotive News). Untrained employees will fall for a phishing attack over 30% of the time. Most phishing attacks are initiated via email, either by: sending spoofed emails pretending to come from a trusted person or organization. Attaching links to malicious websites that harvest credentials and sending email with a malware attachment. Keep in mind that every time you open an email or text, you are making a security decision.

Links:

If there's a link, THINK. Think first, don't click first.



High Stakes:

Handle your email intentionally. For business email, the stakes are higher. Pay attention - don't get fooled.

Malware:

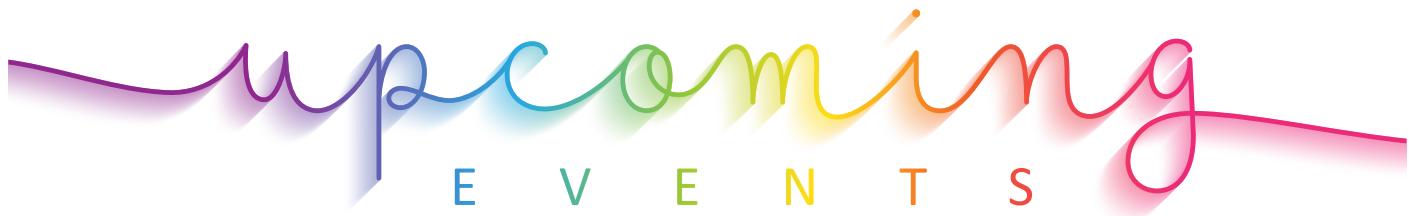
Don't rely on system defenses alone. Malware defenses are not sufficient to handle

Please complete the Vera Training

PHOTO GALLERY

Here are a few pictures of the past events we as a group have enjoyed together and participated in supporting our community. We thank each of you that were able to attend a few of the events such as the Company Lunch with our partners at Insurance Nation, our Blood Drive.





Upcoming Events



Energy Expo
August 21 & 22
MACC Convention Center

Miami Auto Show
Aug 30-Sep 8th

Wing It for a Cause
Fashion show
Sept 6th - Lincoln of Cutler Bay

Mobile Van Event at
Key Largo
Sept 21st

The Energy Expo (6th edition) in Miami, Florida, comes as an in-person physical tradeshow to serve your energy clean needs, in the proper place, at the proper time.

Step into Automotive Excellence: The Miami International Auto Show For over five decades, the Miami International Auto Show has been the beating heart of automotive innovation and excitement.

7th Annual "WING IT" For a Cause is back join this EPIC fashion show and Wing Competition, network have fun, and support Silent Angels!

Have you ever wished that our service team could come to your home in Hialeah, FL? With Lincoln Mobile Service, that dream can be a reality.

Mummies Night Out
Oct 25th

International Ski Event
Nov 2nd & 3rd

Gus Machado Golf Classic
November 4th

WHAT | Miami Mom Collective invites you to the premier Halloween event in Miami for Moms.

MUMMIES NIGHT OUT is an elevated Moms' Night Out Event with a Halloween twist hosted at Lincoln of Cutler Bay.

The Greater Miami Ski Club was founded in 1955 (chartered in 1956) as a family-focused club centered around show-skiing. Members performed in Miami, Cuba, Columbia, Venezuela, Nicaragua and Panama, with performances at the Orange Bowl Regatta

In 1998, Gus Machado founded the Gus Machado Classic Charity Golf Tournament benefiting the American Cancer Society. He took his passion and love for golf and turned it into generosity.

Please email rvasquez@doralautogroup.com if you would like more info on any event you are interested in attending.



DO YOU KNOW?

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IMPORTANT REMINDERS

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August-born people are often described as passionate, creative, and ambitious. They tend to be natural leaders, with a strong sense of self and a desire to make their mark on the world. Physically, August-born individuals may be more energetic and athletic than those born in other months. Socially, they are often extroverted and charismatic, able to easily forge connections with others. Intellectually, August-borns are typically quick-witted and innovative, with a thirst for knowledge and new experiences.

Jean-Pierre Colimon	08/01	Felicia Hodges	08/02
Juan Andreani	08/03	Christian Benitez	08/04
Amy Crespo	08/07	Arlenis Gort Barrios	08/09
Richard Perez	08/10	Ariel Gutierrez	08/15
Adrian Gutierrez	08/15	Alex Marquez	08/18
Marcos Bonet Jr.	08/19	Ashley Lacayo	08/19
Karla Rodriguez	08/19	Lisandra Rodriguez	08/20
Juan Torres	08/21	Raul Melendez	08/21
Claudia Martinez	08/26	Reinaldo Montoya	08/27
Andriana Martinez	08/31	Ariana Perez	08/31

Let's Celebrate!



Happy work Anniversary! Thank you for your hard work, dedication, and commitment to excellence. Words can't describe how proud we are of you. You're an integral part of our Organization, and we couldn't be more grateful for your service. Happy Work Anniversary!

Ana Camejo	17 Years	German Calveira	14 Years
Louise Frances Rogers	14 Years	Reinaldo Montoya	13 Years
Placido A Garcia	7 Years	Alejandro Era	5 Years
Patricia Castellon	5 Years	Cesar A Alfaro De La Cruz	4 Years
Carlos F Ibarrola	4 Years	Ashley Dustin Lacayo	4 Years
Riaz Ahmed	3 Years	Vladimir Cordero Smith	3 Years
Karla M Rodriguez	3 Years	Mercedes Rodriguez	3 Years
Luis E Romero	3 Years	Jonathan Bocos	2 Years
Teresa Odalis Guerra Morales	2 Years	Sebastian Baquero Serrano	1 Years
Christian Benitez	1 Years	Ninoska Castellanos	1 Years
Abraham Hernandez Artigas	1 Years	Yasin Jimenez Contreras	1 Years
Isaac Martinez Chavelis	1 Years	Lidisis Miranda Lopez	1 Years

Congratulations!

DORAL AUTOMOTIVE GROUP

DORAL  **LINCOLN**  **FORD**
LINCOLN OF CUTLER BAY OF KENDALL

FORMALLY INVITES YOU TO THE

Winter Wonderland
CHRISTMAS CELEBRATION

WELCOMING ALL ASSOCIATES TO JOIN US ON THIS EVENING

DECEMBER

SUNDAY | **15** | 2024

HILTON BLUE LAGOON
5101 BLUE LAGOON DRIVE, MIAMI, FL

Save the Date



We are Miami!

Thank you and we look
forward to a strong
August!

NEWSLETTER



GM of Doral Lincoln

If you don't play to win don't play at all.

Tom Brady

GM of Ford of Kendall

We are very thankful to have such an outstanding group of associates that help us go from good to great everyday!

Steve Smith

GM of Lincoln of Cutler Bay

It has been inspiring to see the Teams resilience as we have encountered some challenges, My sincere gratitude to all of you.

Cary Castro



BUILDING BRANDS WITH PURPOSE AND PASSION

Thank you all for your support in working while we had CDK down and Eleads. We appreciate your extra efforts in this time where we still were able to make it happen. Also, thank you to all who attended our Company Picnic it was truly a great filled family day, rain or shine!

HELLO & WELCOME

Message From our CEO

Time flies, that's the bad news.
The good news is that you are
the pilot and can be highly
productive when used appro-
priately.

July, 2024



Luis Somoano
CEO & President

“The only goal you can’t accomplish
is the one you don’t go after”



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Easy Traditional Red Sangria Recipe



Here is the Recipe From Our CEO



The History of Sangria

From its humble roots in Spain, Sangria has grown to become a popular, refreshing party drink around the world. In the United States, Sangria was first tasted at the 1964 World's Fair in New York. The Spanish World area served this fruity wine punch to its visitors, and history was made!

Easy Ingredients

- 2 Oranges Chopped	- 2 Pears, chopped	- 2 Lemons, 1 chopped, 1 juiced	- 200g red berries, chopped
(we used straberrie and cherries)		- 3 tbsp caster sugar	- 1 tsp cinnamon
- 750ml bottle light red wine	- 100ml Spanish brandy		- Ice
		- 300ml sparkling water	

Method

STEP 1

Put the chopped fruit in a bowl and sprinkle over the sugar and cinnamon, then stir to coat. Cover and leave to macerate in the fridge for at least 1 hr, or ideally overnight.

STEP 2

Fill a large jug with ice. Stir the macerated fruit mixture to ensure the sugar is dissolved, then tip into the jug with the wine and brandy. Stir, then top up with the sparkling water and serve sangria.

Join our family and grow together!

Refer Someone Today!



**WE ARE
HIRING**
JOIN OUR TEAM

Edith M. Muniz

HR Director

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Technicians

Techs of all levels! Entry level up to master. Ford Certified, Diesel, ASE Certified, Transmission, and Electrical Drivability are always in demand. If you know someone who is qualified, please let us know.

Sales Associates

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Jose Rivera, Doral Lincoln

Named One of Automotive News' 40 Under 40

Miami, FL, July 2024 – Jose Rivera of Doral Lincoln was named one of Automotive News' 40 Under 40. This annual program honors 40 high achievers at new-car dealerships who are under 40 years old.

Automotive News received nominations from across the U.S. and identified outstanding performers in a large field of high-quality talent at dealerships. This year's honorees are a diverse group with a broad range of titles and backgrounds. These bright stars were profiled in the July 8 issue of Automotive News, the leading news source for the global automotive industry.

"Our 40 Under 40 program celebrates dealership employees who stand out with their leadership and their results," said Jamie Butters, executive editor of Automotive News. "The individuals on this 13th annual list have demonstrated significant business achievements that have improved their stores and their communities."

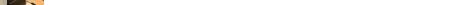
About Jose Rivera

From his roots in Cuba to being a part of the top Lincoln Dealer in the US. Jose's success and strive for perfection started as he arrived as an emigrant in 1998 at the young age of 12. In his early years and adopting to his new home, Jose started to work in the automotive world as a sales associate in advance auto parts and rapidly with his tenacity became assistant manager. Jose has held multiple positions which have provided him with the knowledge and fortitude to grow with Doral Lincoln since Mr. Somoano purchase the dealership in 2009. Jose quotes " by providing world-class customer services" we have become one of the top producers for Lincoln in Retail sales in the Nation!" He thanks his Doral Lincoln family that gave him the opportunity to grow professionally through the years. His growth has seen Jose acquire knowledge and training in Finance, Business Manager and for the last nine years as a sales manager. He believes the core to success and his incredible journey is due to dedication and hard work...Sky is the limit!



PHOTO GALLERY

Here are a few pictures of the past events we as a group have enjoyed together and participated in supporting our community. We thank each of you that were able to attend a few of the events such as the Cancer Walk, Our 4th of July Celebration, the Company Picnic and Company Lunch with our partners at Insurance Nation.





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People born in July are usually optimistic. They focus on the bright side of things, even when things get tricky. This helps in finding solutions, which makes things easier for the people around them as well. They can laugh at themselves as well as different life circumstances

Juan Diaz	07/01	Anthony Polanco Heredia	07/02
Patricia Castellon	07/03	Mariah Vega	07/03
Abraham Hernandez	07/04	Maria Diaz	07/06
Moises Napoles	07/06	Yoisel Trujillo Valdes	07/08
Glane Valera	07/10	Alberto Lezcano	07/12
Apolinar Aguero	07/14	Jesus Roque Perez	07/16
Roberto Hernandez	07/17	Augusto Rodriguez	07/19
Hanoi Amado Arias	07/19	Mairym Mustelier Dominquez	07/19
Miguel Gutierrez Falcon	07/21	Maykol Coyedo	07/23
Yoan Menendez De La Rosa	07/25	Matthew Lon	07/25
Fidel Cuervo Ruiz	07/26	Daniel Menegatti Gomez	07/26
Feliz Galvan	07/27	Esteban Alzola	07/28
Jose Perez Jr.	07/31		

Let's Celebrate!



We are Miami!

Thank you and we look
forward to a strong July!