

DEALER PERFORMANCE AND CONSULTING

**MORE POWER
FOR YOUR
BUY HERE PAY HERE
BUSINESS!**



CONSULTING AND TRAINING SERVICES

Dealer Performance and Consulting provides a wide range of consulting and training services to inject more power into your Buy Here Pay Here business and increase sales and profitability.

Consulting Services:

- **Buy Here Pay Here Twenty Groups**
- **On Site Lot Inspection and Comprehensive Report**
- **Cash Flow Analysis**
- **Developing An Effective Business Model**
- **Hiring and Training Staff**

Training Services:

- **Developing A Cash Management Model**
- **Increase Sales With Smart Deal Structure**
- **Minimize Risk With Effective Underwriting**
- **Collections Practices That Get Results**
- **12 Proven Ways to Reduce Delinquency**
- **How To Recruit, Interview And Hire Great People**

ABOUT THE CONSULTANT:

Mark Dubois has more than 30 years of experience in the automobile business ranging from sales, dealership management, recruiting and training, e-business, marketing and Buy Here Pay Here management.

Mark is President of Dealer Performance and Consulting, LLC and the Moderator for BHPH Performance Groups. Performance Groups are similar to Dealer 20 Groups except they are designed specifically for BHPH dealers that want to increase profitability through detailed analysis of their operation in a non-competitive group environment.

Mark graduated from Northwood University in Midland Michigan in 1979 with a BA in Business, and an Associate Degree in Automotive Marketing. He earned his certification as a Sales Trainer from Xerox Corporation, Leesburg, Virginia. Mark is a guest speaker, workshop presenter and panel member for BHPH dealer education and training at national and state dealer conventions. He is also a frequent contributor to industry publications with articles on business analysis, training, operational and industry trends.

**FOR DETAILS AND RATES ON CONSULTING AND TRAINING SERVICES CALL MARK DUBOIS 941-729-5765
EMAIL: info@dealerperformanceandconsulting.com**