

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 to increase sales and profitability.

Buy Here Pay Here Performance Groups:

BHPH Performance Groups (20 Groups) are comprised of non-competing BHPH dealerships from around the country that participate in a monthly webinar hosted by a professional moderator.

Member dealers exchange ideas, best practices and innovative thinking to achieve greater profitability in their business.

Performance Groups focus on specific business issues that are unique to the cash intensive requirements of a BHPH operation.

How do BHPH Performance Groups work?

Each month on a predetermined date, member dealers participate in a group webinar to analyze and discuss key operational areas of their business. The webinar eliminates time and travel costs to participate in the monthly Group meetings.

Utilizing a monthly composite of data provided by member dealers, analysis focuses on important BHPH business components such as Cash Flow, Sales, Inventory, Accounts Receivable, Delinquency, Charge Offs, Portfolio Value, Run Rate, and more

Group discussions focus on the analysis of business results and an exchange of ideas and best practices designed to tackle the real life challenges facing BHPH dealers today.

Twice a year, member dealers meet at a predetermined location for a two day business meeting with an agenda of meaty content, hosted by a professional moderator. The meeting is highlighted by a "Best Idea" contest and a "Top Gun" award for the best overall performance by a member dealer.

"In over twenty years of owning a BHPH business, I have never seen as many challenging issues as we face today. From cash flow to deal structure, collections to personnel; acquiring inventory to regulatory and compliance issues; these have all become critical to survival in the market today. Working with Mark and our Dealer Performance Group has given us a better understanding our business and shown us how to measure our success. Networking with other dealers in our Performance Group has helped our company to grow, even in these challenging times."

Steve Mendel, President
Central Auto Sales
Decatur, Georgia

FOR DETAILS AND RATES ON CONSULTING AND TRAINING SERVICES CALL MARK DUBOIS 941-729-5765
OR EMAIL AT: Dealerperformance.consulting@verizon.net