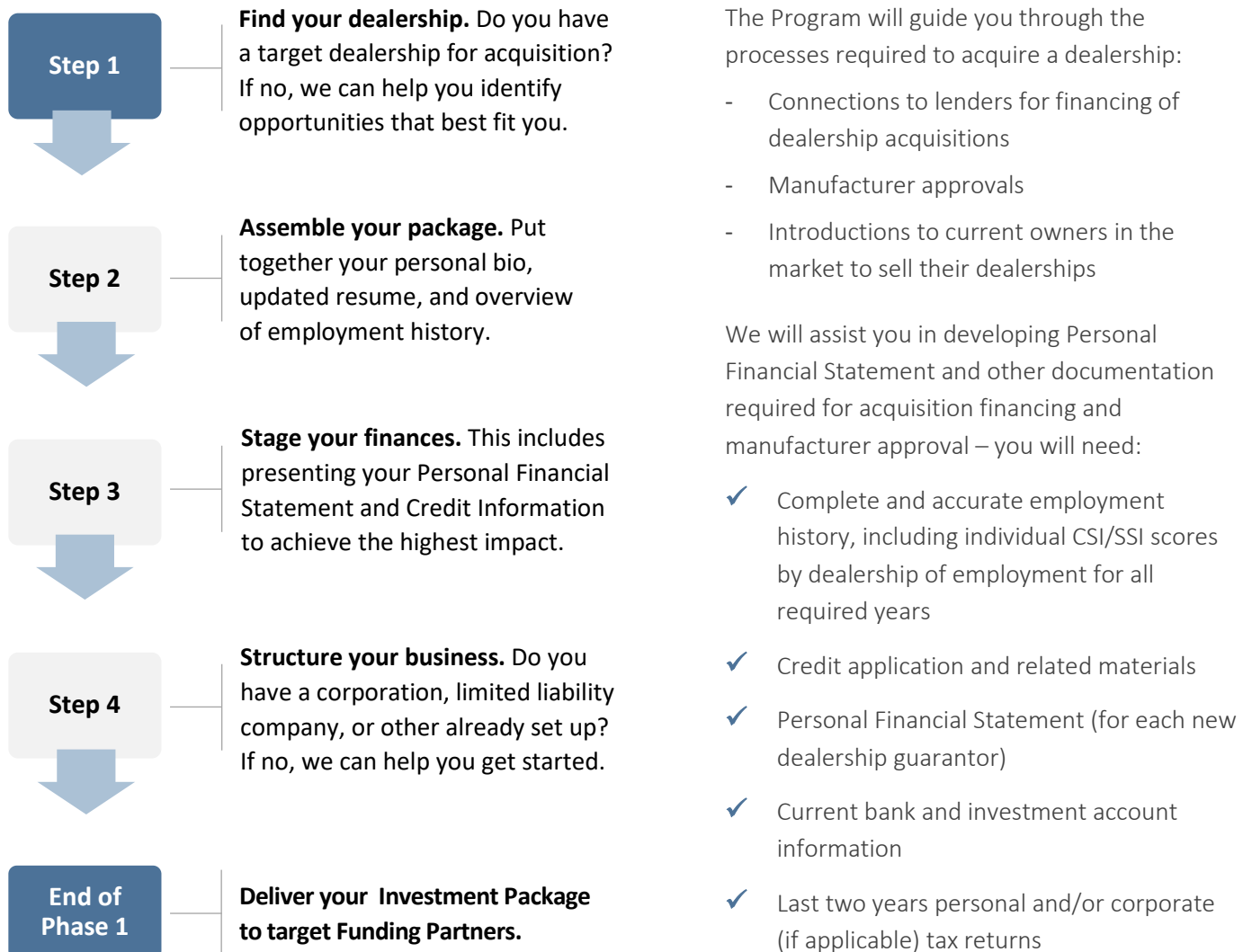




Path to Ownership Program

PHASE 1: GETTING STARTED

These days, the best realtors get top dollar when selling a house by staging it and focusing on those features that get the highest value in the marketplace. In the Path to Ownership Program (the “Program”), our goal is to do the same for you – **putting together a comprehensive package that promotes your successes and capabilities** to Finance Companies, Investors and Manufacturers, aiming to ensure best possible results for you in each of their approval processes. We will help you along in every step:



Some Samples of Effective Packaging

Dave A. Smith

123 Main Street, San Clemente, CA 92673 | (949) 123-5555 | dave.smith@yahoo.com

Summary

Tenured automotive industry Executive, bringing 30+ years of professional experience to facilitate operations, maximize revenue and productivity, and ensure strong future growth. Proven track record in revitalizing businesses. Expert in strategic planning and implementation – guiding and directing enterprises through substantial change management and applying strong and effective organizational leadership. Able to oversee all functions of the company carrying out important governing functions. Well-versed in management, marketing, cost management, and capital r.

Experience

CHIEF FINANCIAL OFFICER | PREMIUM MOTOR GROUP

- Led the finance function for a series of multi-brand dealer g an employee count of 400+. Role included oversight of Ope and Facilities. Most recently, increased return on sales to 5%
- Led mergers and acquisitions, including a 5-store, \$120 mill potential acquisition target performance. Directed all facets due diligence, vendor management, and post-closing house
- Consolidated back end functions of six dealerships, creating overhead costs, and allowing for “plug and play” ability with
- Executed financial strategy; managed financial controls and transparency over the financial performance of the Compar

John J. Dealer



John Dealer brings 20+ years direct experience in retail automotive – specializing in profit enhancement, with a focus on process innovation to meet the changing landscape of auto sales. Recent successes include leadership for 6 store group to increase profits \$5 million in 24 months, improving results at two lowest performers in the group to \$2 million in one year. Previous executive roles include General Manager of a 10-dealership holding company – achieved the highest customer experience index scores in the Region and became #2 Hyundai and #2 Fiat Chrysler parts dealer in the country.

John currently serves as Executive Operations Manager for the Premium Automotive Group with 6 stores, spanning two states and four automotive franchises. He joined the Premium Group in January of 2019 and, applying his strategic processes, increased the Group's net profits in less than two years. Tom remains a hands-on leader working to develop strategic policies and programs to drive

In Phase 2 of our process, we will help you structure your Business Plan and Management Playbook. You know how to sell cars, now let us help you sell yourself on your path to owning an automotive dealership.

Get started today! Your path to ownership starts with retaining Biltmore Automotive Services LLC as your consultant.