



NATIONAL BUSINESS BROKERS

CONNECTING  
AUTO DEALERSHIP

BUYERS & SELLERS





# INTEGRITY. KNOWLEDGE. COMMITMENT.

These values are what we strive for with each and every merger, acquisition, transaction and negotiation we perform for buyers and sellers of automotive dealerships throughout North America. With over 850 completed deals, we are proud to say, NBB is the nation's largest automobile dealership brokerage firm.



## OUR HISTORY AND PROFILE:

National Business Brokers was founded in 1978 for the purpose of providing professional business brokerage, business valuations, and intermediary services.

In 1984, NBB formed its automotive division and has since become the largest and most experienced dealership brokerage firm in the United States. NBB is proud of its leadership role in the automobile industry.

In order to provide nationwide service, we have offices in California, Florida, Michigan, New York and Texas. This regional approach allows us to have national reach, while maintaining local market familiarity and representation.

NBB is committed to provide the best in dealership brokerage services, with the goal of competently and confidentially serving every client. As the profession leader, we've taken great care in creating a reputation that will carry us successfully through the 21st century.

## STRATEGIES FOR SUCCESS:

Recognizing that the quality of our professional staff is the key to our success, we strive to retain the best professional associates who have the education, experience, and desire to serve our clients.

Our management philosophy is centered on principles of honesty, integrity, and high standards of professional ethics.

We judge our success not only by financial results, but also by our contribution to our community. We are proud of our support and membership in charitable and non-profit organizations.

NBB creates and maintains healthy referral relationships with other automotive industry professionals including attorneys, certified public accountants, dealership application experts, financial institutions and tax strategists.

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Most importantly, we are determined to make your experience in selling your dealership or acquiring a dealership as satisfying and rewarding as possible.

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# BUYERS

When you're ready to buy a car dealership, you need an experienced broker you can trust.

You need someone who knows dealership owners in every state, from the big cities to the small towns (including the ones who haven't listed their dealership yet).

**NBB has been building relationships in the auto industry for 40 years, and we've sold more than 850 dealerships – more than any other brokerage.** Tell us about your dream dealership, and we'll be your matchmaker.

**Our experience gives you the advantage.**

## 5 STEPS TO BUYING SUCCESS

1

### TALK TO A BROKER

Tell us about your ideal dealership and we'll guide you through the current opportunities that are the best match for you.

2

### MAKE A TARGETED OFFER

We will reveal the complex realities that hide behind the multiples so you can make a strategic offer.

3

### NEGOTIATE THE DEAL

We negotiate deals with respect and integrity so they don't fall apart inches from the goal line.

4

### WIN FACTORY APPROVAL

Our industry experience is crucial in helping you maneuver the factory approval process so you can take ownership of the dealership.

5

### CLOSE THE DEAL

Surprises are normal, which makes experience essential. Over the last 40 years and 850 deals closed, we've seen it all. We know how to close the deal and get you into your new dealership.





# SELLERS

You aren't just selling a dealership. **You are building a legacy.**

We understand that selling your car dealership is a big decision. Maybe you've decided it's time to retire. Or maybe the decision to sell is being dictated for you.

Whatever the circumstances, it's your dealership to sell, and we've got the experience you need to navigate the sale successfully.

It's been our privilege to walk alongside dealers for 40 years and advise them in the sale of their dealerships. In fact, we've sold more than 850 dealerships over the years – more than any other brokerage.

**We believe a successful sale is more than multiples and signatures. We are committed to connecting you with the best buyer for the dealership you built.**

## 5 STEPS TO SELLING SUCCESS

1

### CONFIDENTIAL CONSULTATION AND VALUATION

We'll discuss your goals and conduct a thorough, confidential valuation of your dealership so you'll know exactly where your listing will stand in the current market.

2

### DEVELOP MARKETING PACKAGE

We will create a detailed marketing package that will get buyers excited about the potential of owning your dealership.

3

### EXECUTE MARKETING STRATEGY

Aggressive? Conservative? We'll design a marketing strategy that aligns with your goals, and connects you with your ideal buyers.

4

### CHOOSE QUALIFIED BUYER:

As interest develops, you are in control of filtering and qualifying the buyers you want to work with, and selecting the offer you want to pursue.

5

### NEGOTIATE THE DEAL:

NBB is your partner for strong negotiation and careful execution of the final stages so your deal closes successfully.



# WHAT IS YOUR DEALERSHIP REALLY WORTH?

**Your opinion on the value of your dealership could be significantly different than its Realistic Market Value™**

Every dealership is unique and therefore no two dealerships are alike. The Realistic Market Value™ of two different dealerships can vary significantly, even if they are the same brand with the same sales and the same profits.

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RMV's data has shown that **owners/founders** tend to underestimate the value of their dealerships and **second generation owners** tend to overestimate the value.

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You may want to know the Realistic Market Value™ of your dealership:

- When planning to sell your dealership
- When dissolving a partnership
- For settlement purposes including divorce
- When buying a dealership
- To establish a new basis for estate planning
- To form a new partnership
- If you are planning tax free giving
- As added information in the midst of negotiations
- When buying key man insurance, etc.

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Failure to know what your dealership is worth can be very costly.  
Don't guess what the value is, especially when the stakes are so high.

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*"Dealing with NBB made the purchase of my dealership in NY very enjoyable and provided me with basics of a contract that saved me thousands of dollars. They were always gentlemen and have become good friends since."*

– **Ralph W. Sifford, Grand Prize Chevrolet**  
Nanuet, New York

*"NBB has been one of the main reasons for the growth and success of Boyland Auto Group, through great purchases and sales of dealerships across the country. NBB has been solely responsible for over \$600 Million in sales with over 3% return on sales for Boyland Auto Group. The proof is in the profits..."*

– **Dorian Boyland, Boyland Auto Group**  
Orlando, Florida

*"NBB demonstrated they have the honesty, integrity, knowledge, character and ethics throughout the entire transaction process. They were very professional, communicated very closely, and responded quickly to emails and voicemails. I would highly recommend doing business with NBB!"*

– **Larry Kitahara**

*"NBB has sold two stores for me. I found them to be sincere and honest in all of our dealings. They made me feel as though I was part of their organization, keeping me up to date at all times. They were Awesome!"*

– **Bobby Ford Automotive Group**  
Lake Jackson, Texas

*"Whether selling or buying, NBB will represent your interest in a courteous, professional and timely manner. I know of no other firm with their expertise in automotive dealerships."*

– **Bert E. Arnlund**  
Las Vegas, Nevada

*"I found NBB to be very professional and pleasing to work with in our deal. There is always a lot of emotion involved with deals of this magnitude, and it really helps to have someone keep the sanity when things seem to get crazy. NBB provided outstanding service at a very fair price."*

– **Don Marshall, Marshall Buick Pontiac**  
GMC, Clinton, Indiana

*"Painless - if I had to use one word to describe the process of buying our Honda store. The experience that NBB brought to the table took the headache out of completing the transaction."*

– **Brian and Terry Rush**  
Reliance Ford, Mission, Texas

*"As intimate...critical...and important as selling or buying your business is, I know of no better business you can rely on more than NBB...they will become your friends as well!"*

– **Ken Walker, Honda of Casper**  
Casper, Wyoming

*"My two transactions with NBB were very professional. I was more than satisfied with the proceeds but more importantly, NBB was there with me until the close, to handle unforeseen matters that had to be dealt with accordingly."*

– **Ed Fitzpatrick, Coliseum Lexus**  
Oakland, California

*"When you list your dealership for sale with NBB, they find qualified buyers who can close."*

– **Doug Moreland,**  
Thornton, Colorado

*"I interviewed a few brokers before choosing NBB. They all seemed to be retirees that were just looking to do a deal here and there because of their connections in the car business. The process at NBB is different. It's a business to them not a hobby. They put a marketing plan together, kept me informed of the prospects and sold my store."*

– **Jim Rathman, President, Rathman Chevrolet**  
Melbourne, Florida

*"I was a first time buyer. However, the team at NBB treated me like I was their most important client. Every question was answered and every message was returned promptly. The portfolio they send with each listing is very thorough. It contains many pictures, statistics and financial data. They give you everything you need to make your investment decision. I value my relationship with NBB, and when it comes time to purchase another dealership they will be the ones I call."*

– **Michael F. Wysup,**  
Pullman, Washington

*"NBB handled our transaction seamlessly. I made an offer and about thirty days later, escrow closed. Thank you."*

– **David Wilson, CEO, Wilson Automotive Group**  
Laguna Beach, California



# LET'S TALK

NBB is strategically located and staffed with highly experienced deal makers and intermediaries to bring nationwide coverage, and local market familiarity. We are ready to serve you.

NBB will match you with  
the right opportunity, at the right time, at the right price.

## CALIFORNIA - WESTERN REGION

100 Spectrum Center Dr., Suite 900  
Irvine, CA 92618

tel. 800-576-9875  
dir. 949-770-7451

## MICHIGAN - MIDWEST REGION

518 West Savidge Street, Suite 3  
Spring Lake, MI 49456

tel. 800-576-9875  
dir. 616-844-6247

## TEXAS - MIDSOUTH REGION

320 Decker Dr., Suite 100  
Los Colinas, Texas 75062

tel. 800-576-9875  
dir. 817-988-8722

## NEW YORK - NORTHEAST REGION

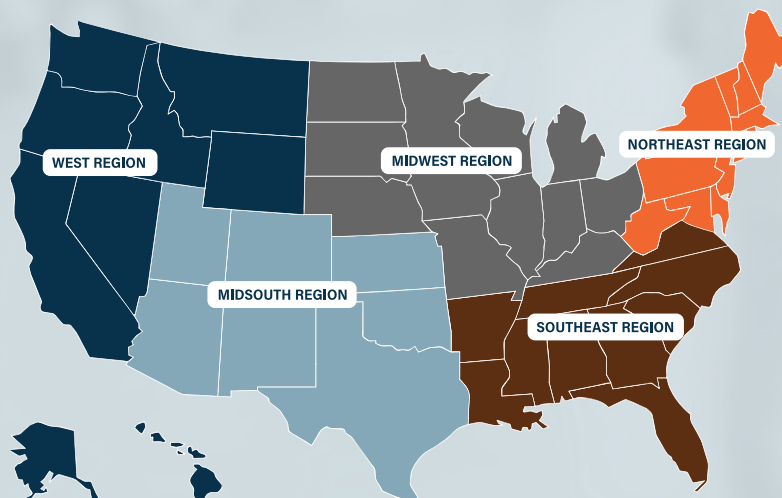
49 East 41st Street, Suite 449  
New York, NY 10017

tel. 800-576-9875  
dir. 630-881-3895

## FLORIDA - SOUTHEAST REGION

1228 East 7th Ave., Suite 200  
Tampa, FL 33605

tel. 800-576-9875  
dir. 407-754-6202



Learn more and see listings at [NationalBusinessBrokers.com](http://NationalBusinessBrokers.com)