



HOW TO GET TO “YES!”
When Re-Financing Your Dealership
Real Estate

BH Capital Ltd. 
“PROACTIVE FINANCE SOLUTIONS FOR AMERICAN ENTERPRISE SINCE 1986”

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How To Get To “Yes!” When Re-Financing Your Dealership Real Estate

Your bank has just told you “No!” You really need to hear “Yes!” and so how do you get to “Yes!”?

It is really very simple. You need to talk to the right resource. Talking to a resource that understands the auto industry is the very first thing you need to do.

Let’s face it running a dealership is a very complex process. You have to buy inventory, sell inventory, run a service department, run a parts department and take care of not only customers but a pretty good number of employees too.

Then the business entirely depends on marketing and advertising. And then there is the issue of seasonality in some cases.

So how do you tell a lender how your business works and that there are many different businesses under one roof so to speak? Well if you have to spend that kind of time with a lender in just educating him, then half the battle is lost before it is started!

So talk to a resource that understands the industry and how your very complex operation really works.

Let’s talk about the condition of your dealership. If you are profitable and you have positive cash flow consistently then you are at the starting line.

If your balance sheet shows sound equity and liquidity then you can start the race.

If the appraised value of the real estate can demonstrate solid equity then you are running strong.

If your credit is strong then we are getting closer to the finish line.

If the credit of the dealership is favorable then you are starting to lead the race.

Finally, if the overall condition of the business is successful and the business can demonstrate a sound valuation then you have just passed the finish line!!!

So let’s review.

- You must talk to a resource that understands the industry.
- They must know how your business works.
- You should not have to educate them.
- You need to demonstrate equity, profitability, positive cash flow, liquidity and values in all aspects of the business and your assets.

If you can do all these things then the final step is to reach out to BH Capital Ltd!!!

BHCL is the educated resource that understands the automotive industry and your business.

BHCL has designed a financing program exclusively for the auto dealer.

This innovative program takes you away from commercial banks and puts into an environment made just for you.

Interest rate and terms are directly related to the metrics described in this guide.

The better the metrics the better the rate and terms. It is just that simple!

So reach out and contact BHCL at (505) 265 5123 but before you do that fill out the [Fast Track Application](#) today so the when you call BHCL will have the basic information to ascertain if you qualify and how we can help.