



*SELLING YOUR DEALERSHIP?*

How To Successfully Close The Sale.

Sound Familiar?

*BH Capital Ltd.*   
"PROACTIVE FINANCE SOLUTIONS FOR AMERICAN ENTERPRISE SINCE 1986"

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[www.bhcapitaltd.com](http://www.bhcapitaltd.com)

## **Selling Your Dealership? How to Successfully Close The Sale. Sound Familiar?**

So your real estate agent brought you two prospects and neither could meet you at the closing table.

Nineteen guys in your twenty group told six others each and all you heard back were a few nibbles.

Somebody heard through the grapevine you were selling and he tried to steal your little darling that put all three of your children through college.

And now a MEGA GROUP makes you an offer not quite up to your expectations.

### **So you ask yourself “where are the real buyers?”**

Certainly the MEGA GROUP can meet you at the closing table. The guy that tried to steal your store can meet you at the closing table.

But what about the nibbles?

What about the first two guys that could not meet you at the closing table? The truth is that financing is the hurdle they all were faced with and could not overcome.

*So what if the financing was built in?*

*What if a buyer was pre-qualified?*

*What if the buyer brought the financing with him or her?*

Then maybe one of the nibbles and the two guys that could not close could successfully buy the store... and you get a far more reasonable price for it?

Well my bank is not going to transfer the real estate note. So where does this financing come from? BH Capital Ltd (BHCL) has scores of pre-qualified buyers that have cash in hand for a significant down payment.

BHCL has pre-qualified these buyers so that they can purchase the real estate, the biggest most challenging part of the sale transaction. Try selling cars without the financing - you couldn't move a thing off the lot.

***So think about going to the source that can bring you the “up” that has the stroke to meet you at the closing table.*** Sell your dealership to the guy that can close your deal.

How does it work? Well BHCL prepares a valuation and due diligence package for you. Then discreetly BHCL canvases the offer for sale to the broad array of pre-qualified buyers. Discreetly? Yes all the buyer sees is a summary like this

***“ Dealership in population center of 240,000 selling 40 new and 60 used per month with total sales of \$4,200,000 monthly, total gross of \$8,300,000, monthly 104% service absorption, 63 employees generating over 3% net profit average for the past 10 years. Asking price is \$12,550,000 with real estate or long term lease maybe available.”***

That is all they see! Not your name or where you are located but only a synopsis of the dealership results of operations in an email he/she is set up to securely receive from BHCL. Then the interested buyer contacts BHCL and the process begins.

You, in turn once the interest has been confirmed, see the prospects' financial statements and tax returns along with his/her professional summary and the pre-qualification letter that assures you he/she can meet you at the closing table. Then introductions are made after you say “GO!” and negotiations begin with BHCL assisting both parties to a successful closing.

How do you get to this point you ask? Well BHCL is your representative to first create your dealership valuation presentation. A complete due diligence package is then created inclusive of your valuation presentation by BHCL. And you are off to the races.

Like I said before, ***think about going to the source that can bring you the “up” that has the stroke to meet you at the closing table.*** Take all the guess work out of the process. Let BHCL find you the **“up”** you have been looking for.

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