



Automotive Dealerships

We have
learned
there's only
one way to
earn respect,
build trust and
produce
results. That's
by being close
to our clients.
And there's
really only one
way to do that.
Face to Face.



DEEP ROOTS GAIN A WIDE PERSPECTIVE

The automotive industry presents its own set of unique challenges. Dealerships and other retailers have always been a specialty practice of Smith Leonard. We understand the issues and challenges specifically applicable to automotive dealerships and have the resources necessary to help you take advantage of the opportunities. In addition, we are experts in business succession planning and can make sure your business is not only properly structured for today, but is also well positioned for tomorrow. Looking to the future of this industry, we have dedicated ourselves almost exclusively to privately-held companies like yours.

BDO ALLIANCE USA: A POWERFUL CONNECTION

Smith Leonard is an independent member of the BDO Alliance USA, a nationwide association of independently owned accounting and consulting firms. Among the nation's leading firms, BDO serves both public and privately held businesses and management-controlled companies out of 64 US offices. Additionally, BDO's Automotive Industry Group allows us to stay on top of changes and trends in your industry.

Through this association, we also are connected to BDO International, one of the world's largest accounting and consulting organizations, with over 1,400 member firm offices in 154 countries.

ESTABLISH A FOUNDATION

No one is more aware than you that the automotive industry has its own set of special concerns. And because we serve a variety of related clients, we take pride in our ability to anticipate both the issues and the opportunities that come your way. Quite simply, this process is called preparation. It means we focus on your specific needs from the ground up and that we are able to provide clients a variety of accounting and consulting services, including:

- Audit, compilation and review services
- Benchmarking and analytical review
- Bonus and incentive program development
- Budgeting and cash flow analysis
- Business transition and succession planning
- Business valuation
- LIFO, analysis and consulting
- Cost segregation
- Inventory costs and profitability analysis
- Financing issues
- Management information systems consulting
- Merger and acquisition assistance
- Overhead analysis
- Strategic planning
- Tax compliance and consultations

We also connect our clients to resources that save them money in important areas, including property taxes, utilities, credit card processing, and freight charges.

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Face to face