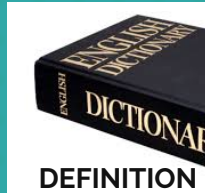




Dealer License

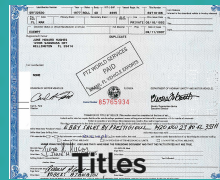
Auction Access

You (your) company is the License... and it was issued by a state agency. It actually hangs on the wall of your location. You have a direct relationship with the state.



You are working with a Licensed Dealership (under a contract). You are not the License. You are a "1099" Contractor and have a relationship with the Dealer.

You sign the vehicle titles, you have your own Dealer Plates, your own insurance, bond, etc.
You control all the paperwork.



You pay a Dealer for access to the Dealer Auctions, car title processing, and all related paperwork for each car. You pay a Dealer to use a plate (if available).

You always have to have a physical location for retail sales to the public. Either an office based or car lot based depending on the state requirements.



You can work from home or wherever you choose. You are mobile.

Cost approximately \$3K-\$10K to set up depending on the state. You will have monthly rent and other necessary expenses to maintain your License.



Will cost you \$1000-\$1600 per year to sign up with a Dealer. You then have to pay \$125-175 per Transaction (Title, Bill of Sale, etc.) But no monthly.

As a Licensed Dealer you have direct access to retail and wholesale lenders. You can set up a "Floor Plan" as well (short-term inventory financing).



As a contractor of the Dealership, you do not have direct access to lenders. You must pay a Dealer a fee for each financing transaction (\$250+).

Entire process to become a Licensed Dealer generally takes 4-8 weeks after your location is locked in and a lease is signed.



As a contractor, you have access to core benefits usually within 24-48 hours. Physical and online Manheim/Adesa auctions and a Dealer plate (if applicable).

You can buy and sell unlimited vehicles locally and nationwide as a Licensed Retail Dealership



You can buy and sell unlimited vehicles locally and nationwide through your relationship with a Licensed Retail Dealership