R&CO WEBINAR SERIES FOR AUTO DEALERS

Unlocking Capital Through Dealership Sale Leasebacks

Live Panel Discussion with Industry Experts









Panel Speakers



Daniel E. Garces
President & COO at Capital
Automotive (CARS)



Ned Hennessey
Vice President, Investments,
Dealership Advisory at
Surmount



Ken Rosenfield, CPA
Founder & Partner at
Rosenfield and Co.



Alysha WebbModerator







Why Dealers Should Care

- Designed for multi-store groups & single rooftop operators
- Gain practical insights for making real estate decisions today
- Focus: Sale leasebacks as a tool to unlock capital, manage debt, and fund growth

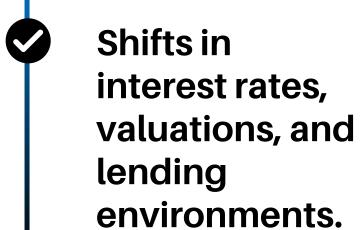








Current Market Dynamics



M&A trends impacting dealership real estate.

How these changes affect your financing options

Growing interest in sale leasebacks as a strategic capital tool







Comparing Capital Options

- Sale leasebacks vs. traditional debt or private equity
- Key considerations: flexibility, risk, long-term impact
- When a sale leaseback may be the smartest move









Tax Considerations

- CPA perspective on sale leasebacks
- High-level impacts on taxes and depreciation
- Potential advantages for your dealership strategy









Real-World Examples

Successful uses of sale leasebacks

Partner Buyouts

EstatePlanning

Dealership
Expansion

Debt Paydown
& ReCapitalization

Growth
Capital



Risks & Nuances

- When holding property might be better
- Market, growth strategy, and location considerations
- Key questions to evaluate before making a decision









The Future Outlook

- Emerging trends: tariffs, interest rates, and dealer financing strategies
- How the market may evolve for sale leasebacks









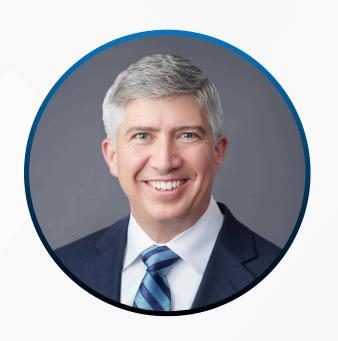


Questions?





Thank You! Connect With Us



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