Car Dealership Business Plan

BUSINESS PLAN

[YEAR]

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Information provided in this business plan is unique to this business and confidential; therefore, anyone reading this plan agrees not to disclose any of the information in this business plan without prior written permission of the company.

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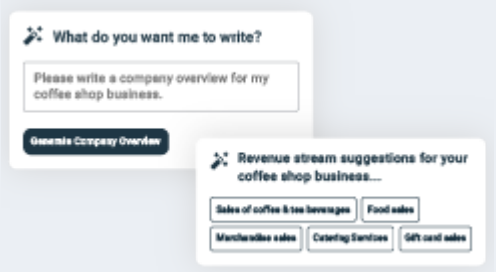
Business planning that's simpler and faster than you think

Creating a business plan using Upmetrics to start and grow a business is literally the easiest thing in the World. Simply read the instructions and fill in the blanks. It's as simple as that.

> Upmetrics has everything you need to create a comprehensive business plan.



AI-powered Upmetrics Assistant

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1.

Executive Summary

Market opportunity

Services Offered

Management team

Financial Highlights

REMEMBER

An executive summary is the first section of the business plan intended to provide an overview of the whole business plan.

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

Start your executive summary by introducing your idea behind starting a car dealership business and explaining what it does.

To unlock help try Upmetrics!

Start writing here..

Market opportunity

Help tip | Car Dealership Business Plan

Describe the target market in brief, and explain the demographics, geographic location, and psychographic attributes of your customer.

To unlock help try Upmetrics!

Start writing here..

Services Offered

Help tip | Car Dealership Business Plan

Briefly describe the services that a client can expect from your business like new and used cars, maintenance and repairs of the car, car rental services, etc.

To unlock help try Upmetrics!

Start writing here..

Help tip

Name all the key members of your management team with their duties, responsibilities, and qualifications.

To unlock help try Upmetrics!

Management team

John Doe

CEO - john.doe@example.com

With over [X years, e.g., 15 years] in the automobile industry, John brings unmatched expertise and vision to Premier Auto Plaza.

Jane Doe

Chief Operations Officer - jane.doe@example.com

Instrumental in streamlining operations and logistics, Jane boasts an impressive resume with stints at [renowned automobile companies, e.g., Ford and Tesla].

Alice Brown

Head of Sales - alice.brown@example.com

With a knack for understanding customer needs and a rich background in automotive sales, Alice is the driving force behind our customer-centric sales approach.

Robert Brown

Chief Financial Officer - robert.brown@example.com

A seasoned professional, Robert oversees the fiscal health, ensuring sustainable growth and profitability.

Financial Highlights

Help tip | Car Dealership Business Plan

Provide a summary of your financial projections for the company's initial years of operation. Include any capital or investment requirements, startup costs, projected revenues, and profits.

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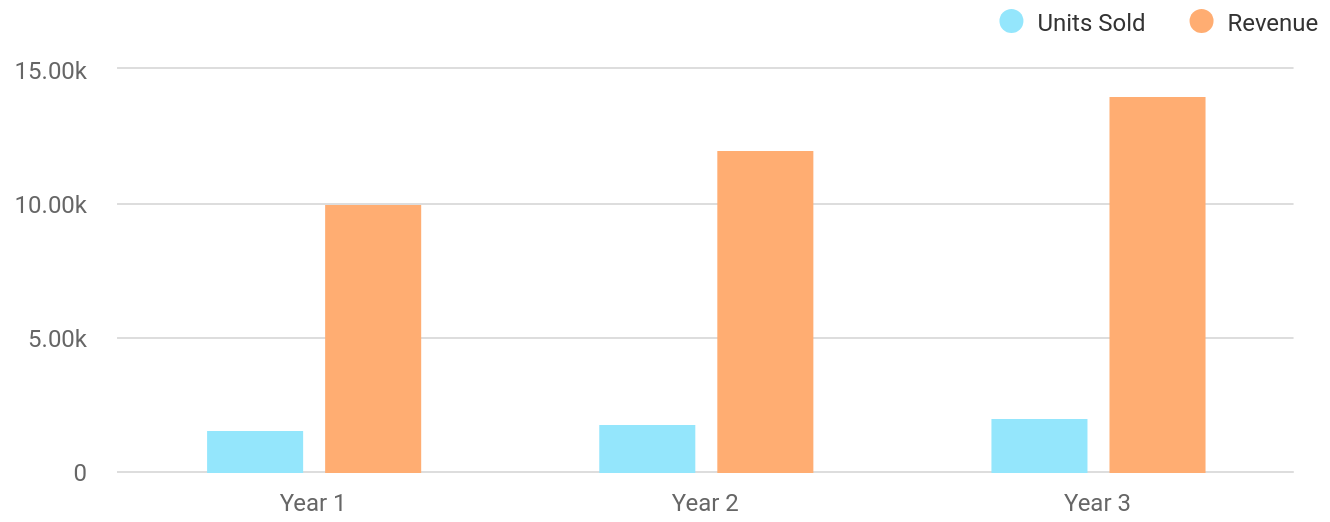
Start writing here..

Units Sold v/s Revenue



Financial Year	Units Sold	Revenue
Year 1	1,550	$10,000
Year 2	1,800	$12,000
Year 3	2,050	$14,000

Help tip | Car Dealership Business Plan

After giving a brief about your business plan, end your summary with a call to action, for example; inviting potential investors or readers to the next meeting if they are interested in your business.

To unlock help try Upmetrics!

Write a call to action for your business plan.

2.

Company Overview

Ownership

Mission statement

Business history

Future goals

REMEMBER

Depending on what details of your business are essential, you'll need different elements in your business overview.

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

Provide all the basic information about your business in this section like:

- The name of the car dealership business and the concept behind it: new car dealership

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Start writing here..

Ownership

Help tip | Car Dealership Business Plan

Describe the owners of your dealership business and mention their roles in running it. Whose shares in the corporation are they, and how each owner helps in the business?

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Start writing here..

Mission statement

Help tip | Car Dealership Business Plan

Add a mission statement that sums up the objectives and core principles of your business. This statement needs to be memorable, clear, and brief.

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> **At [Premier Auto Plaza], our mission is to redefine the automobile buying experience, merging tradition with innovation. We are committed to offering unparalleled quality, ensuring transparency at every step, and championing customer satisfaction.**

Business history

Help tip | Car Dealership Business Plan

If you are already running this business, including an outline of the business's history and how it came to be in its current position.

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Start writing here..

Future goals

Help tip | Car Dealership Business Plan

It's crucial to convey your aspirations and your vision. Include the vision of where you see your business in the near future and if you have any plans of opening a new franchise of your business in the same city in the future.

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Start writing here..

3.

Market Analysis

Target Market

Market size and growth potential

Competitive analysis

Market trends

Regulatory environment

REMEMBER

Market analysis provides a clear understanding of the market in which your printing business will run along with the target market, competitors, and growth opportunities.

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Help tip | Car Dealership Business Plan

To write the introduction section of your market analysis, start by clearly identifying your primary target market.

To unlock help try Upmetrics!

Start writing here..

Target Market

Help tip | Car Dealership Business Plan

Identify your target market and define your ideal customer. Know more about your customers and which services or cars they prefer.

To unlock help try Upmetrics!

Start writing here..

Market size and growth potential

Help tip | Car Dealership Business Plan

Provide an overview of the industry. It will include market size, trends, growth potential, and regulatory considerations.

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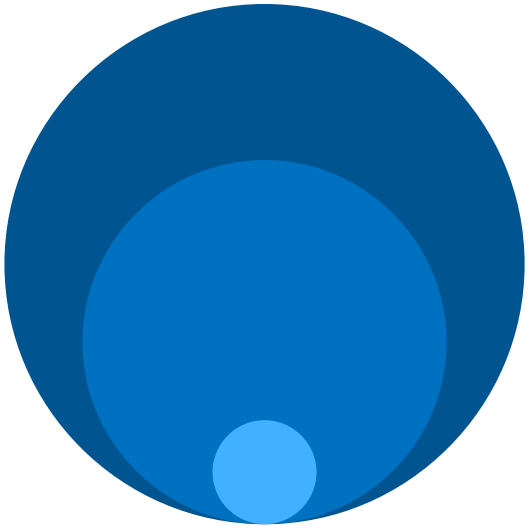
Market Size



Available Market
Total individuals in Westminster with the financial capability to purchase a vehicle.

500k

Served Market
Individuals actively seeking to purchase a vehicle within the next year.

350k

Target Market
Professionals aged 25-50 preferring luxury and hybrid vehicles.

100k

Competitive analysis

Help tip | **Car Dealership Business Plan**

Identify and analyze all other dealerships in the local market, including direct and indirect competitors.

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Start writing here..

Elite Motors

Elite Motors, headquartered at [Competitor Address], has been in the automotive dealership business for over 15 years. They are primarily known for their wide range of luxury vehicles and cater to the upscale market of Westminster.

Features

Extensive range of luxury vehicles from brands like [specific brands e.g., BMW, Mercedes-Benz].

Personalized concierge service for premium buyers.

Exclusive membership programs offering benefits on purchase, service, and maintenance.

Strengths

Strong brand recognition in the luxury segment.

Established relationships with leading luxury car manufacturers.

An expansive after-sales service network.

Weaknesses

Limited focus on the mid-segment and budget car market.

Higher pricing due to a premium focus can alienate a broader audience.

Less emphasis on online sales and digital presence.

DriveTown Dealership

Located at [Competitor Address], DriveTown Dealership emphasizes affordability, offering a blend of new and certified pre-owned vehicles catering to a broad demographic

Features

Budget-friendly vehicles from brands like [specific brands e.g., Toyota, Ford, Hyundai].

Comprehensive warranty and service packages for pre-owned cars.

Financing solutions tailored to individuals with varied credit scores.

Strengths

Wide range of affordable cars makes them attractive to a larger audience.

Strong partnerships with local banks for financing solutions.

A user-friendly website with detailed inventory listings and online booking options.

Weaknesses

Limited presence in the luxury vehicle segment.

Dependence on third-party service centers for maintenance and repairs.

Less focus on eco-friendly and electric vehicle options.

GreenWheel Showroom

A relatively newer player at [Competitor Address], GreenWheel Showroom focuses exclusively on electric and hybrid vehicles, tapping into the growing trend of eco-conscious driving.

Features

Exclusive range of electric and hybrid cars from brands like [specific brands e.g., Tesla, Nissan Leaf, Chevrolet Bolt].

On-site charging stations and exclusive charging memberships.

Collaboration with green initiatives promoting eco-friendly driving.

Strengths

Early mover advantage in the electric and hybrid segment.

Active engagement in community events promoting sustainability.

Partnerships with electric infrastructure companies for seamless charging solutions.

Weaknesses

Limited options outside the electric/hybrid range.

Newer brand, hence lesser market recognition compared to established players

Pricing is slightly on the higher side due to niche focus.

Market trends

Help tip | **Car Dealership Business Plan**

Analyze current and emerging trends in your industry, such as changes in technology or customer preference as in the shift towards automatic cars.

To unlock help try Upmetrics!

Start writing here..

Regulatory environment

Help tip | Car Dealership Business Plan

Describe any regulations or licensing requirements that affect the car dealership, such as insurance, dealer's license, zoning permits, or safety codes.

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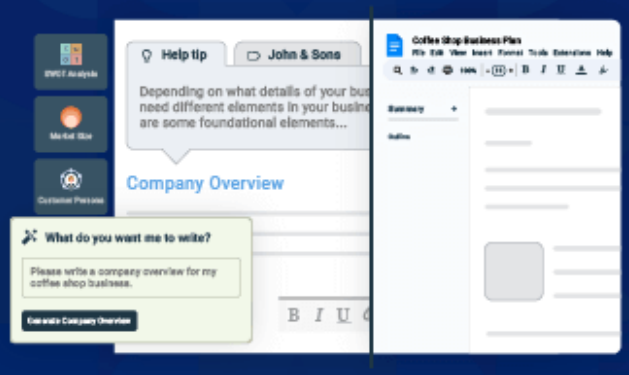
Upmetrics vs Business Plan Templates

You have a unique business with a distinct vision, and your business plan must reflect that. Although it won't be possible with generic templates.



Upmetrics guided builder prompts you with tailored questions and helps answer them to create your business plan. You also have access to AI Assistant and other resources to seek guidance and ensure you're on the right track.

Start your planning today

4.

Products and Services

Services

Emphasize safety and quality

REMEMBER

The product and services section of a car dealership business plan should describe the specific services and products that will be offered to customers. To write this section should include the following:

To unlock help try Upmetrics!

Help tip

Car Dealership Business Plan

To craft the introduction for your "Products and Services" chapter, begin by positioning your business within its industry, emphasizing its unique strengths or value proposition.

To unlock help try Upmetrics!

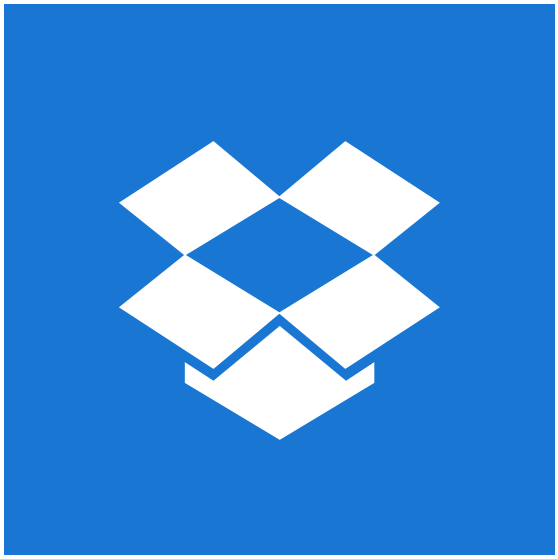
Start writing here..

Help tip

Create a list of the services that your car dealership will offer, which may luxury cars, new cars, used cars, maintenance, repairs, etc.

To unlock help try Upmetrics!

Services



Luxury Cars

Price: **[$70,000 - $200,000] depending on make, model, and customization.**

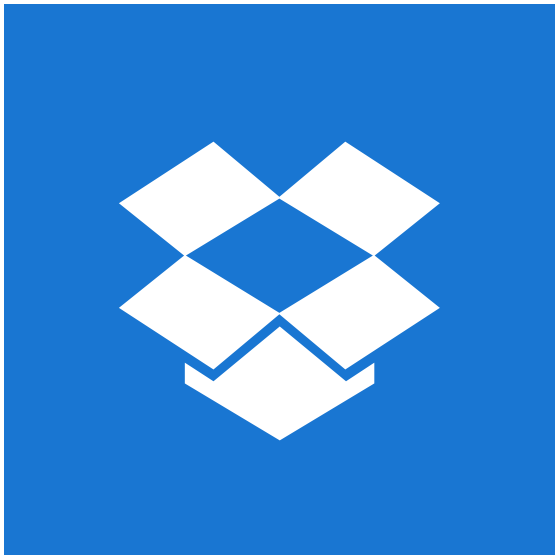
Our collection of luxury vehicles represents the epitome of automotive artistry.

These cars are equipped with state-of-the-art features, plush interiors, and unmatched performance metrics.

They cater to those who seek elegance, power, and a superior driving experience.

Specifications

- Our luxury car consultants are trained directly by the vehicle manufacturers.
- With deep product knowledge, they guide customers through the intricacies of each model, ensuring a match that resonates with the client's lifestyle and aspirations.



New Cars

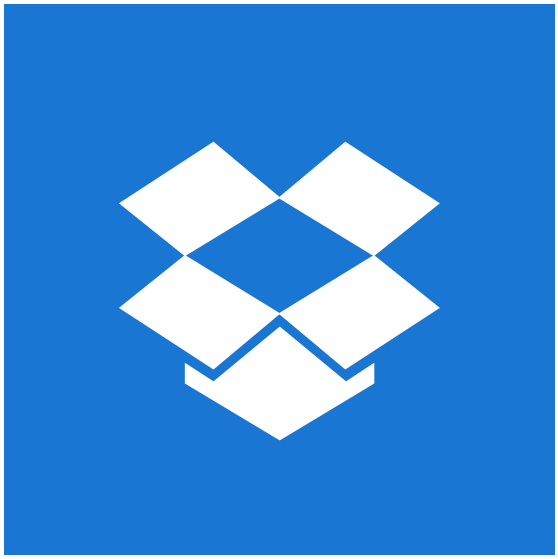
Price: **[$20,000 - $60,000] depending on make and model.**

Premier Auto Plaza offers a vast range of brand-new cars from various manufacturers.

These vehicles are the latest models, equipped with modern safety features, technology, and warranty coverages, providing buyers with the assurance of a fresh start on the road.

Specifications

Our sales team undergoes rigorous training sessions, acquainting them with the specifications, features, and benefits of every new model, ensuring customers make informed decisions.



Used Cars

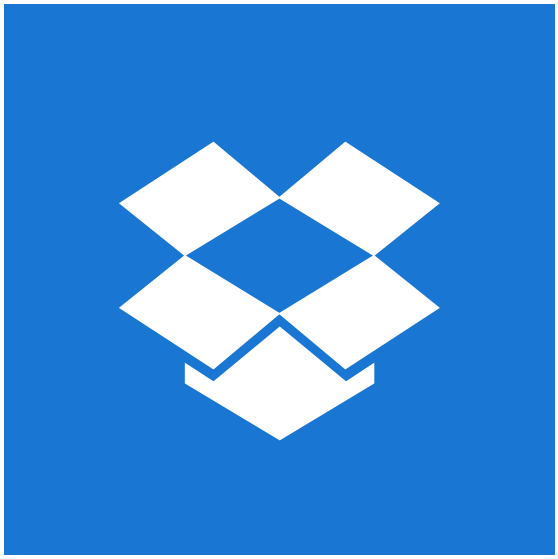
Price: **[$5,000 - $40,000] based on model, year, and condition.**

Recognizing the value proposition, our certified pre-owned cars are handpicked, ensuring they meet stringent quality criteria.

Every used vehicle comes with a detailed history report, warranty options, and has passed rigorous inspections to ensure safety and reliability.

Specifications

Our used car specialists possess keen expertise in evaluating vehicle conditions, understanding depreciation metrics, and guiding customers to vehicles that offer the best value for their budget.



Maintenance

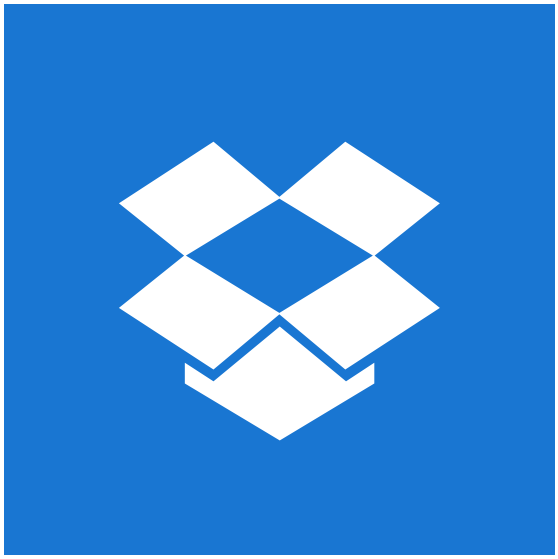
Price: **Standard maintenance package starts at [$150]. Pricing varies based on services selected.**

Our maintenance services encompass routine check-ups, oil changes, tire rotations, brake inspections, and more.

Regular maintenance at Premier Auto Plaza ensures vehicles run smoothly, efficiently, and have an extended lifespan.

Specifications

- Our maintenance crew holds certifications from [specific certifications e.g., ASE (Automotive Service Excellence)].
- Their expertise ensures vehicles get top-notch care, adhering to manufacturer-recommended guidelines.



Repairs

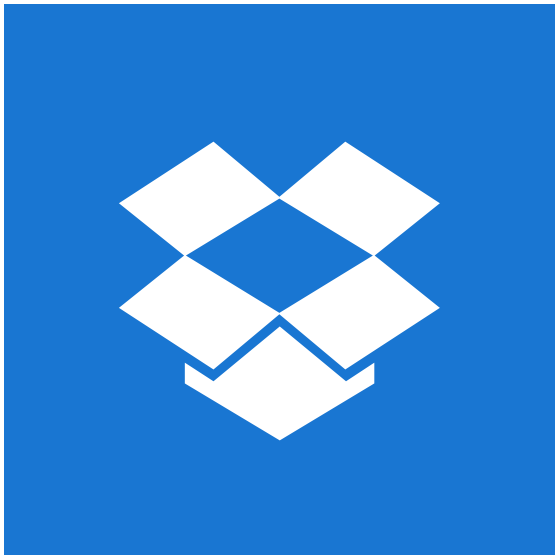
Price: **Minor repairs start at [$100]. Major repairs are quoted based on diagnostics.**

From minor dents to major mechanical overhauls, Premier Auto Plaza's repair services are comprehensive.

We utilize cutting-edge diagnostic tools to accurately pinpoint issues, ensuring efficient and effective repairs.

Specifications

- Our repair technicians undergo continuous training, staying updated on the latest repair techniques, tools, and technologies.
- Their qualifications guarantee repairs that restore vehicles to their optimal conditions.



Specific Service, e.g., Vehicle Customization

Price: **Basic customization starts at [$500]. Complex modifications or performance upgrades are priced upon consultation.**

At Premier Auto Plaza, we understand the desire to stand out.

Our vehicle customization service allows clients to personalize their cars, be it aesthetic modifications like paint jobs and rims or performance upgrades.

Specifications

- The team responsible for [specific service, e.g., vehicle customization] consists of experts trained in [specific techniques, e.g., auto bodywork, performance tuning].
- Their knowledge ensures each customization adheres to safety standards while resonating with the client's vision.

Emphasize safety and quality

Help tip | Car Dealership Business Plan

In all descriptions of services and products, emphasize the importance of safety and quality.

Explain how your car dealership will ensure that all services and products are delivered with the

To unlock help try Upmetrics!

Start writing here..

5.

Sales And Marketing Strategies

Unique Selling Proposition (USP)

Pricing Strategy

Marketing strategies

Sales strategies

REMEMBER

Writing the sales and marketing strategies section means a list of strategies you will use to attract and retain your clients.

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

To create an effective introduction for your "Sales and Marketing Strategies" chapter, start by setting the stage within your specific industry or market.

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Unique Selling Proposition (USP)

Help tip | Car Dealership Business Plan

Clearly define your unique selling proposition – it might be your pricing, the range of vehicles you offer, after-sales service, digital experience, specialization in vintage, hybrid, or sports cars, or any other aspect that distinguishes you from the competition.

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Start writing here..

Pricing Strategy

Help tip | Car Dealership Business Plan

Develop a pricing strategy that is competitive and affordable, yet profitable. Consider offering promotions, discounts, or packages to attract new customers.

To unlock help try Upmetrics!

Start writing here..

Help tip | Car Dealership Business Plan

Develop a marketing strategy that includes a mix of online and offline marketing tactics.

Consider social media, email marketing, content marketing, brochures, print marketing, and

To unlock help try Upmetrics!

Marketing strategies

Online

Social Media

Active presence on platforms like [specific platforms e.g., Instagram, Facebook, Twitter] showcasing our latest offerings, customer testimonials, and industry insights.

Email Marketing

Monthly newsletters and exclusive offers for our subscriber base, ensuring consistent engagement.

Content Marketing

Our blog will host articles on [specific topics e.g., "Benefits of Hybrid Vehicles", and "Car Maintenance Tips"], positioning us as thought leaders in the industry.

Offline

Brochures

High-quality print materials are available at our showroom, local businesses, and events.

Print Marketing

Ad placements in [specific publications, e.g., local newspapers, automotive magazines].

Affiliations

Collaborative marketing with online car platforms, ensuring [Premier Auto Plaza] is the go-to dealership for potential buyers browsing online.

Help tip

Car Dealership Business Plan

Mention your sales strategy as in – offer incentives and promotions to attract new customers, or partner with other businesses to establish referral programs that can help you generate more business.

To unlock help try Upmetrics!

Sales strategies

Incentives and Promotions

Time-bound offers such as [e.g., "Zero Down Payment Days" or "Free First Service"] to entice potential buyers.

Business Partnerships

Collaborating with [related businesses, e.g., car accessory shops, local garages] to establish mutual referral programs, amplifying our customer base.

Referral Programs

Rewarding our existing clientele for referring friends and family, offering them [specific incentives, e.g., discounts on maintenance services or accessories].

6.

Operations Plan

Hiring Plan

Operational Process

Inventory Management

REMEMBER

When writing the operations plan section, it's important to consider the various aspects of your business operations.

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

To create an effective introduction for your "Operational Plan" chapter, start by emphasizing the pivotal role of efficient operations in the success of your business, underscoring how they directly impact the quality of services delivered.

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Start writing here..

Hiring Plan

Help tip | Car Dealership Business Plan

Tell the staffing requirements of your car dealership, including the number of employees needed, their qualifications, and the duties they will perform.

To unlock help try Upmetrics!

Start writing here..

Operational Process

Help tip | Car Dealership Business Plan

Outline the processes and procedures that you will use to run your car dealership business. It includes the scheduling of appointments, meeting with clients, and everything else.

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Start writing here..

Inventory Management

Help tip | Car Dealership Business Plan

Provide details on how frequently new vehicles will be purchased, how the inventory will be cycled, and how the dealership will make sure it has a variety of automobiles to suit the demands of its clients in your inventory management plan.

To unlock help try Upmetrics!

Start writing here..

7.

Management Team

Key managers

Organizational structure

Compensation plan

Board of advisors

REMEMBER

The management team section provides an overview of the individuals responsible for running your business plan.

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

To craft an introduction for your "Management Team" chapter, begin by emphasizing the crucial role of leadership in the success of any business.

To unlock help try Upmetrics!

Start writing here..

Key managers

Help tip | Car Dealership Business Plan

Describe the key members of your management team, their roles, and their responsibilities.

It should include the owners, and senior management including their education, professional

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Start writing here..

John Doe

Founder and CEO - john.doe@example.com

John's visionary leadership has been the guiding star for Premier Auto Plaza.

Holding a degree in Automotive Business Management from the esteemed Car University, John has immersed himself in the automotive world for over 20 years.

His experience spans roles from vehicle procurement to sales strategy development at notable dealerships before he embarked on the journey to establish Premier Auto Plaza.

His entrepreneurial spirit, coupled with his profound industry knowledge, sets the direction for our dealership's growth and innovation.

Jane Doe

Chief Operating Officer (COO) - jane.doe@example.com

Jane is the operational powerhouse at Premier Auto Plaza.

Graduating magna cum laude with a Bachelor's in Business Administration from Metro Business College, she subsequently gained an MBA from Business Elite University.

With over 15 years in the automotive sector, Jane has honed her skills in streamlining operations, optimizing workflows, and enhancing customer experiences.

Her tenures at renowned dealerships, managing operations and service departments, have equipped her with the acumen to lead our operational endeavors.

Robert Brown

Chief Sales Officer - robert.brown@example.com

With an innate ability to resonate with audiences, Robert is the marketing maestro of Premier Auto Plaza.

Armed with a Master's in Marketing from Marketeer University, Robert brings with him a rich tapestry of experience spanning 18 years.

His expertise covers brand building, digital marketing campaigns, and customer engagement strategies.

His previous roles as Marketing Head at top automotive brands provided him with the insights to craft marketing strategies that set Premier Auto Plaza apart in a competitive landscape.

Alice Brown

CFO - alice.brown@example.com

Balancing fiscal prudence with growth objectives, Alice steers the financial ship of Premier Auto Plaza.

A Chartered Accountant by training and an alumna of Financier's Institute, Alice also possesses an MBA in Finance from Elite Business School.

With over 20 years in financial roles, she's adept at budgeting, financial planning, and capital allocation. Alice's tenure at top automotive conglomerates as a Senior Financial Analyst positions her perfectly to guide our financial roadmap.

Organizational structure

Help tip | Car Dealership Business Plan

Describe the organizational structure of the management team, including reporting lines and how decisions will be made.

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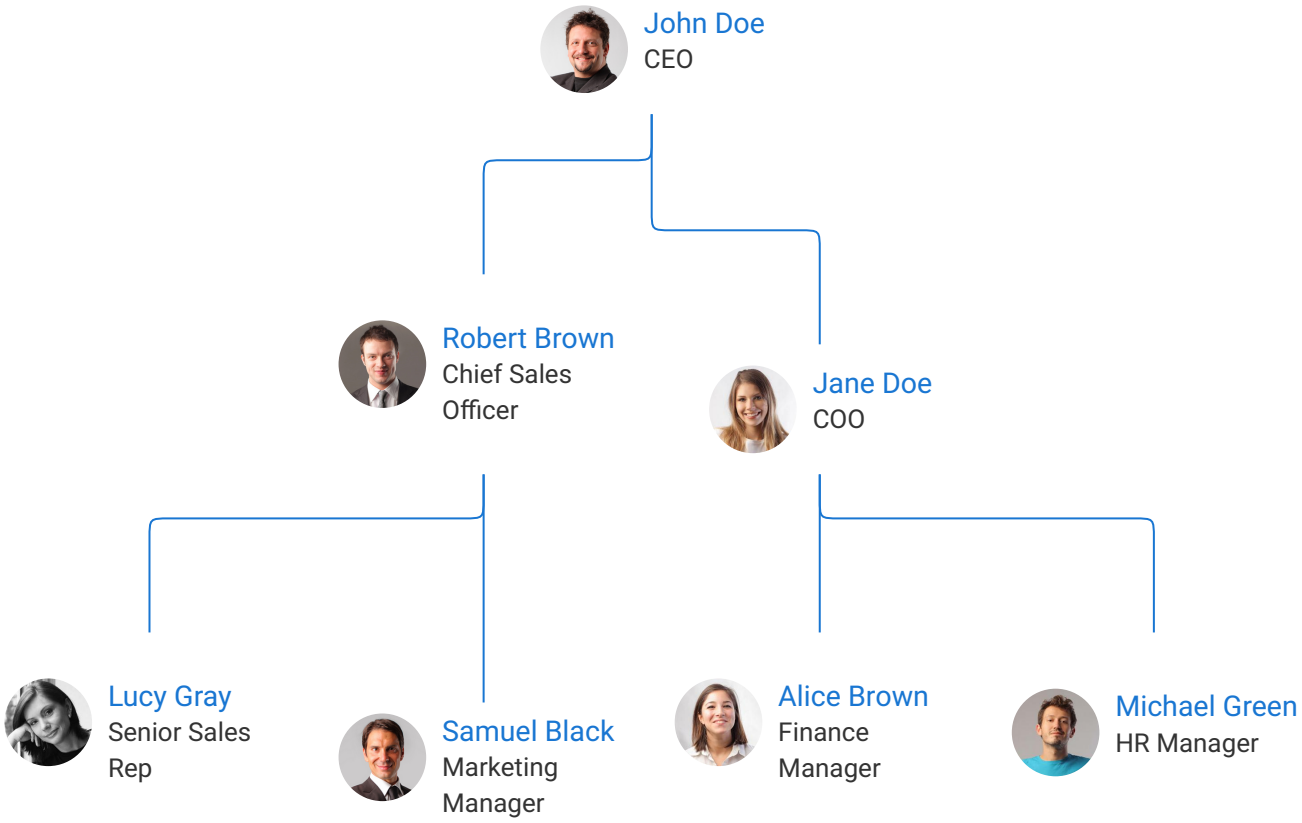
Start writing here..

Organization chart



Compensation plan

Help tip | Car Dealership Business Plan

Describe your compensation plan for the management team and staff, including salaries, bonuses, and other benefits.

To unlock help try Upmetrics!

Start writing here..

Help tip | Car Dealership Business Plan

If you have a board of advisors for your business, then mention them along with their roles and experience.

To unlock help try Upmetrics!

Board of advisors

[ADVISOR NAME]

Advisor

With [XX years] in [specific industry, e.g., automotive manufacturing], [Advisor Name]'s insights have been invaluable. Previous roles include [specific roles, e.g., VP of Manufacturing at XYZ Motors].

[ADVISOR NAME]

Advisor

An expert in [specific domain, e.g., sustainable transport], [Advisor Name] guides us in eco-friendly initiatives, having worked with [specific companies or projects].

8.

Financial Plan

Profit & loss statement

Cash flow statement

Balance sheet

Break-even Point

Financing needs

REMEMBER

When writing the financial plan section of a business plan, it’s important to provide a comprehensive overview of your financial projections for the first few years of your business, You may provide the following:

To unlock help try Upmetrics!

Help tip | Car Dealership Business Plan

To create an effective introduction for your "Financial Plan" chapter, begin by stressing the critical role of a well-structured financial plan in the success of your venture.

To unlock help try Upmetrics!

Start writing here..

Help tip

Create a projected profit & loss statement that describes the expected revenue, cost of products sold, and operational costs. Your business’s anticipated net profit or loss should be computed and included.

To unlock help try Upmetrics!

Profit & loss statement

	2024	2025	2026
Revenue	**$11,704,945**	**$15,412,800**	**$25,575,255**
New Car Sales	$7,291,500	$10,127,700	$18,016,500

	2024	2025	2026
Unit Sales	243	338	601
Unit Price	$30,000	$30,000	$30,000
Used Car Sales	$3,774,300	$4,446,450	$6,257,850
Unit Sales	252	296	417
Unit Price	$15,000	$15,000	$15,000
Service and Parts	$639,145	$838,650	$1,300,905
Unit Sales	1,278	1,677	2,602
Unit Price	$500	$500	$500
Cost Of Sales	**$10,991,729.78**	**$12,972,430.08**	**$15,743,449.89**
General Costs	$10,991,729.78	$12,972,430.08	$15,743,449.89
Vehicle Inventory	$10,257,608.85	$12,190,332.17	$14,897,242.17
New Vehicles	$6,000,000	$6,120,000	$6,242,400
Used Vehicles	$4,257,608.85	$6,070,332.17	$8,654,842.17
Service and Parts	$734,120.93	$782,097.91	$846,207.72
Parts Inventory	$600,000	$612,000	$630,482.40
Service Supplies	$134,120.93	$170,097.91	$215,725.32

	2024	2025	2026
Revenue Specific Costs	$0	$0	$0
Personnel Costs (Direct Labor)	$0	$0	$0
Gross Margin	**$713,215.22**	**$2,440,369.92**	**$9,831,805.11**
Gross Margin (%)	**6.09%**	**15.83%**	**38.44%**
Operating Expense	**$841,620**	**$871,440.60**	**$902,376.60**
Payroll Expense (Indirect Labor)	$697,620	$721,860.60	$746,983.20
Sales Team	$247,800	$256,734	$266,011.08
Sales Manager	$75,000	$78,750	$82,687.56
Sales Representatives	$172,800	$177,984	$183,323.52
Service Department	$319,980	$331,509	$343,454.16
Service Manager	$65,880	$68,515.20	$71,255.76
Technicians	$254,100	$262,993.80	$272,198.40
Administrative Staff	$129,840	$133,617.60	$137,517.96

	2024	2025	2026
Office Manager	$59,040	$61,401.60	$63,857.64
Administrative Assistants	$70,800	$72,216	$73,660.32
General Expense	$144,000	$149,580	$155,393.40
Operational Expenses	$60,000	$62,280	$64,652.40
Utilities	$24,000	$25,200	$26,460
Rent	$36,000	$37,080	$38,192.40
Marketing and Advertising	$60,000	$62,760	$65,648.40
Online Advertising	$36,000	$37,800	$39,690
Promotional Events	$24,000	$24,960	$25,958.40
Maintenance and Repairs	$24,000	$24,540	$25,092.60
Dealership Maintenance	$18,000	$18,360	$18,727.20
Vehicle Preparation	$6,000	$6,180	$6,365.40
Bad Debt	$0	$0	$0
Amortization of Current Assets	$0	$0	$0
EBITDA	**($128,404.78)**	**$1,568,929.32**	**$8,929,428.51**

	2024	2025	2026
Additional Expense	**$48,758.23**	**$42,501.57**	**$35,792.65**
Long Term Depreciation	$16,500	$16,500	$16,500
Gain or loss from Sale of Assets	$0	$0	$0
EBIT	($144,904.78)	$1,552,429.32	$8,912,928.51
Interest Expense	$32,258.21	$26,001.58	$19,292.65
EBT	($177,163.01)	$1,526,427.75	$8,893,635.86
Income Tax Expense / Benefit	$0	$0	$0
Total Expense	**$11,882,108.01**	**$13,886,372.25**	**$16,681,619.14**
Net Income	**($177,163.01)**	**$1,526,427.75**	**$8,893,635.86**
Net Income (%)	**(1.51%)**	**9.90%**	**34.77%**
Retained Earning Opening	$0	($217,163.01)	$1,289,264.74
Owner's Distribution	$40,000	$20,000	$20,000

	2024	2025	2026
Retained Earning Closing	**($217,163.01)**	**$1,289,264.74**	**$10,162,900.60**

Help tip

Estimate your cash inflows and outflows for the first few years of operation. It should include cash receipts from clients, payments to vendors, loan payments, and any other cash inflows and outflows.

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Cash flow statement

	2024	2025	2026
Cash Received	**$11,704,945**	**$15,412,800**	**$25,575,255**
Cash Paid	**$11,865,608.01**	**$13,869,872.25**	**$16,665,119.14**
COS & General Expenses	$11,135,729.78	$13,122,010.08	$15,898,843.29
Salary & Wages	$697,620	$721,860.60	$746,983.20
Interest	$32,258.21	$26,001.58	$19,292.65
Sales Tax	$0	$0	$0
Income Tax	$0	$0	$0

	2024	2025	2026
Net Cash From Operations	**($160,663.01)**	**$1,542,927.75**	**$8,910,135.86**
Assets Sell	$0	$0	$0
Assets Purchase	$300,000	$0	$0
Net Cash From Investments	**($300,000)**	**$0**	**$0**
Amount Received	**$800,000**	**$0**	**$0**
Loan Received	$500,000	$0	$0
Common Stock	$0	$0	$0
Preferred Stock	$0	$0	$0
Owner's Contribution	$300,000	$0	$0
Amount Paid	**$126,548.97**	**$112,805.63**	**$119,514.55**
Loan Capital	$86,548.99	$92,805.62	$99,514.55
Dividends & Distributions	$40,000	$20,000	$20,000
Net Cash From Financing	**$673,451.03**	**($112,805.63)**	**($119,514.55)**

	2024	2025	2026
Summary			
Starting Cash	$0	$212,788.02	$1,642,910.14
Cash In	$12,504,945	$15,412,800	$25,575,255
Cash Out	$12,292,156.98	$13,982,677.88	$16,784,633.69
Change in Cash	$212,788.02	$1,430,122.12	$8,790,621.31
Ending Cash	**$212,788.02**	**$1,642,910.14**	**$10,433,531.45**

Help tip

Prepare a projected balance sheet, which shows the assets, liabilities, and equity.

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Balance sheet

	2024	2025	2026
Assets	**$496,288.02**	**$1,909,910.14**	**$10,684,031.45**
Current Assets	**$212,788.02**	**$1,642,910.14**	**$10,433,531.45**

	2024	2025	2026
Cash	$212,788.02	$1,642,910.14	$10,433,531.45
Accounts Receivable	$0	$0	$0
Inventory	$0	$0	$0
Other Current Assets	$0	$0	$0
Long Term Assets	**$283,500**	**$267,000**	**$250,500**
Gross Long Term Assets	$300,000	$300,000	$300,000
Accumulated Depreciation	($16,500)	($33,000)	($49,500)
Liabilities & Equity	**$496,288**	**$1,909,910.13**	**$10,684,031.44**
Liabilities	**$413,451.01**	**$320,645.39**	**$221,130.84**
Current Liabilities	**$92,805.62**	**$99,514.55**	**$0**
Accounts Payable	$0	$0	$0
Income Tax Payable	$0	$0	$0
Sales Tax Payable	$0	$0	$0
Short Term Debt	$92,805.62	$99,514.55	$0
Long Term Liabilities	**$320,645.39**	**$221,130.84**	**$221,130.84**
Long Term Debt	$320,645.39	$221,130.84	$221,130.84

	2024	2025	2026
Equity	**$82,836.99**	**$1,589,264.74**	**$10,462,900.60**
Paid-in Capital	$0	$0	$0
Common Stock	$0	$0	$0
Preferred Stock	$0	$0	$0
Owner's Contribution	$300,000	$300,000	$300,000
Retained Earnings	($217,163.01)	$1,289,264.74	$10,162,900.60
Check	**$0**	**$0**	**$0**

Help tip | Car Dealership Business Plan

Determine the point at which your car dealership business will break even, or generate enough revenue to cover its operating costs. This will help you understand how much revenue you need to generate to make a profit.

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Break-even Point

	2024	2025	2026
Starting Revenue	$0	$11,704,945	$27,117,745

	2024	2025	2026
Net Revenue	$11,704,945	$15,412,800	$25,575,255
Closing Revenue	**$11,704,945**	**$27,117,745**	**$52,693,000**
Starting Expense	$0	$11,882,108.01	$25,768,480.26
Net Expense	$11,882,108.01	$13,886,372.25	$16,681,619.14
Closing Expense	**$11,882,108.01**	**$25,768,480.26**	**$42,450,099.40**
Is Break Even?	**Yes**	**Yes**	**Yes**
Break Even Month	**0**	**Jul '25**	**0**
Days Required	**0**	**6 Days**	**0**
Break Even Revenue	**$0**	**$18,786,866**	**$0**
New Car Sales	$0	$11,843,400	$0
Used Car Sales	$0	$5,905,860	$0
Service and Parts	$0	$1,037,606	$0
Break Even Units			
New Car Sales	0	395	0

	2024	2025	2026
Used Car Sales	0	394	0
Service and Parts	0	2,075	0

Financing needs

Help tip | **Car Dealership Business Plan**

Estimate how much financing you will need to start and operate your car dealership business. It should include both short-term and long-term financing needs, such as loans or investment capital.

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Start writing here..

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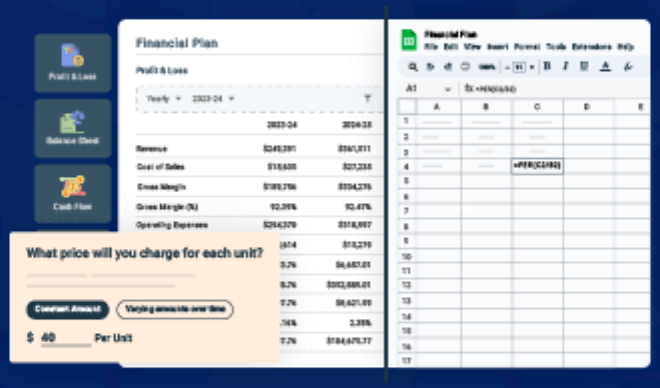

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9.

Appendix

REMEMBER

When writing the appendix section, you should include any additional information that supports the main content of your plan. This may include financial statements, market research data, legal do

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