



TH₃RD THURSDAYS



Dealership
Solutions



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Rex is a Principal of HBK CPAs & Consultants and directs the firm's [Dealership Solutions](#). He has worked extensively in the dealership industry since 1984 as a department manager, a general manager and an owner, as well as providing tax, accounting and operational consulting services exclusively to dealers as an independent CPA. This experience includes working closely with hundreds of dealers from coast-to-coast since 1987 on creative tax planning and financial statements issues. He provides clients with a wide range of transaction work services and consults for them in specialty areas such as operations, government regulatory compliance, valuations and M&A feasibility studies. Rex is active in many professional associations. He is the current Chairman of the BDO Dealership Industry Group, contributes articles and commentary to dealership industry publications, is frequently called upon to speak to industry associations and conferences, provides expert testimony, and is regularly quoted by industry and the general media.



SPECIAL EDITION

Join HBK Dealership Solutions

Next week for another installment of our Third Thursday

Coronavirus Crisis

Webinar Series:

Topic to be announced

August 27th 11:00 – 12:00 EDT

Registration link to be provided.



Nothing is certain but change...

Things are changing on a frequent basis please contact us or check our website.

<https://hbkcpa.com/covid>

Hill, Barth & King, LLC (“HBK”) is a multidisciplinary financial services firm, offering the collective intelligence of hundreds of professionals committed to delivering exceptional client service across a wide range of tax, accounting, audit, business advisory, valuation, financial planning, wealth management and support services.

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SPECIAL EDITION

HBK Dealership Solutions

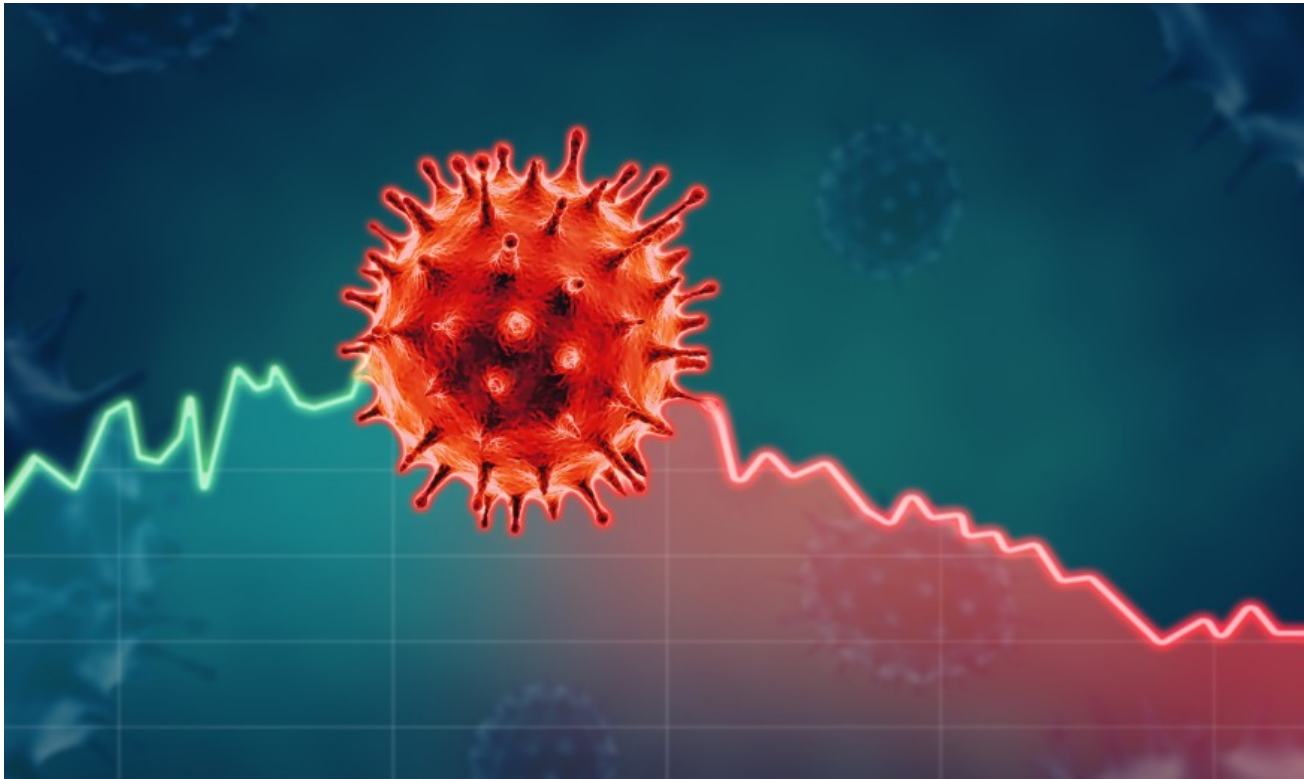
Coronavirus Crisis

Webinar Series presents:

The Impact of Coronavirus on Dealership Transactions



What happened to the market from March to May?



A digital graphic with a network of blue and red nodes connected by lines, overlaid on a background of financial data and a line chart. The text "COVID-19" is prominently displayed in the center.



What's happening to the market now?





What's expected to happen to the market this fall?





What's expected to happen to the market next year?



All Things Being Equal

Higher Value

Higher Blue
SkyEarnings
Growth
ExpectationsHigh
DemandCustomer
DemandLow Rent &
Compliant
Facility

Real Estate

Highly
SuitableMarket
PerformanceExclusive
MarketMarket
RepresentationExtremely
PositiveCustomer
RelationsLower Blue
SkyLow
DemandHigh Rent &
Compliant
Facility

Unsuitable

Highly
Competitive

Satisfactory



Lower Value

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