



Performance

B R O K E R A G E S E R V I C E S

**NORTH AMERICA'S
HIGHEST VOLUME
DEALERSHIP
BROKERAGE FIRM**



ABOUT US

We pledge to do it right, every time,
one client at a time.

Performance Brokerage Services is North America’s highest volume dealership brokerage firm, specializing in buy-sell activity for automotive, RV, marine, powersports, commercial truck, and equipment dealerships.

With over 30 years of experience, 900 dealerships sold, and a 90% closing rate, our family-owned company is governed by an unwavering commitment to integrity and ethical conduct. We simply operate differently.

- We understand the decision to sell is often emotional and we take a no-pressure approach.
- With no upfront fees, retainers, nor reimbursement of costs, we are paid a success fee only, after you are paid.
- Our engagement agreements are fair, straight-forward, flexible, and with no fine print.
- We are so confident you will be satisfied with our service, we even allow for a termination clause.
- We work hard to accomplish the goals of our clients.

Headquartered in California and supported by 12 regional offices across the United States and Canada, clients benefit from national exposure with local representation. With divisions dedicated to automotive, RV, marine, powersports, trucking, and equipment, our access to qualified buyers is unmatched.

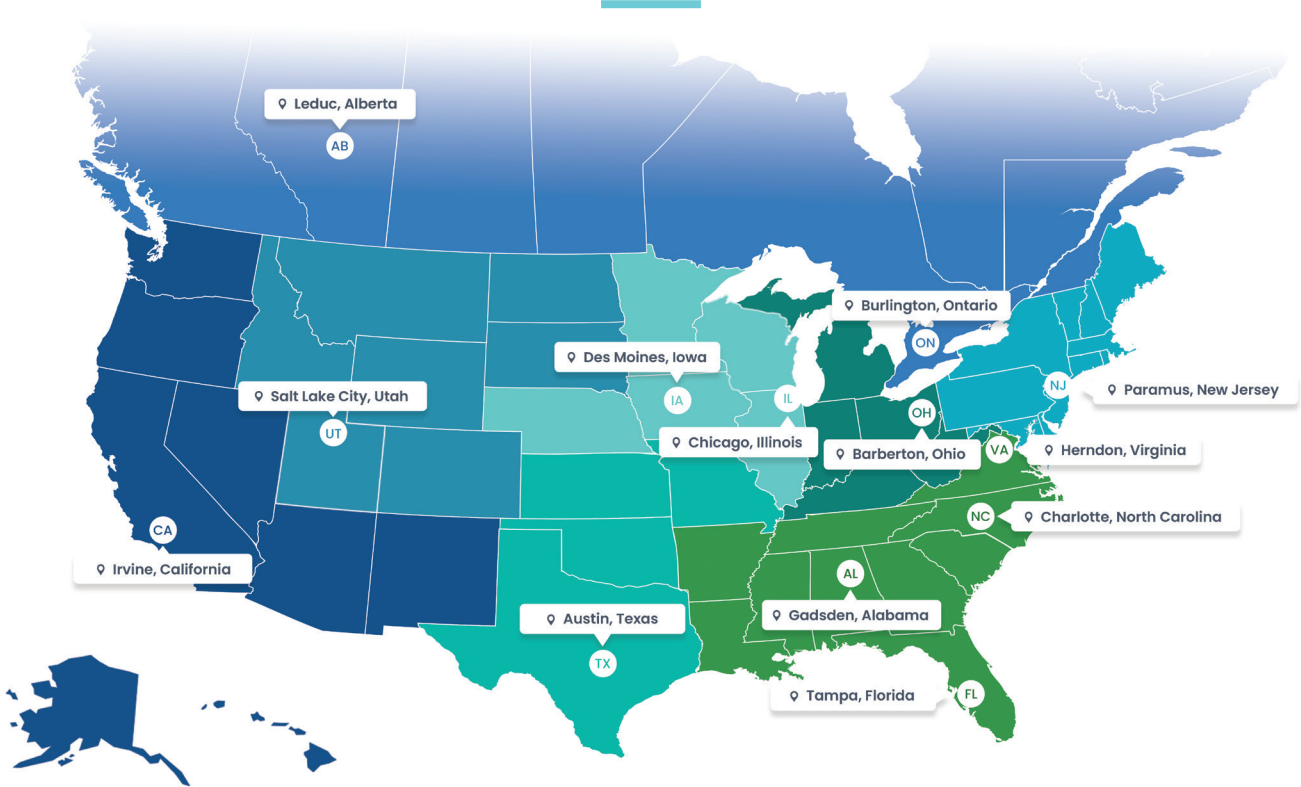
Please contact your local office for a confidential consultation and a complimentary opinion of value on your business.

Value Statement

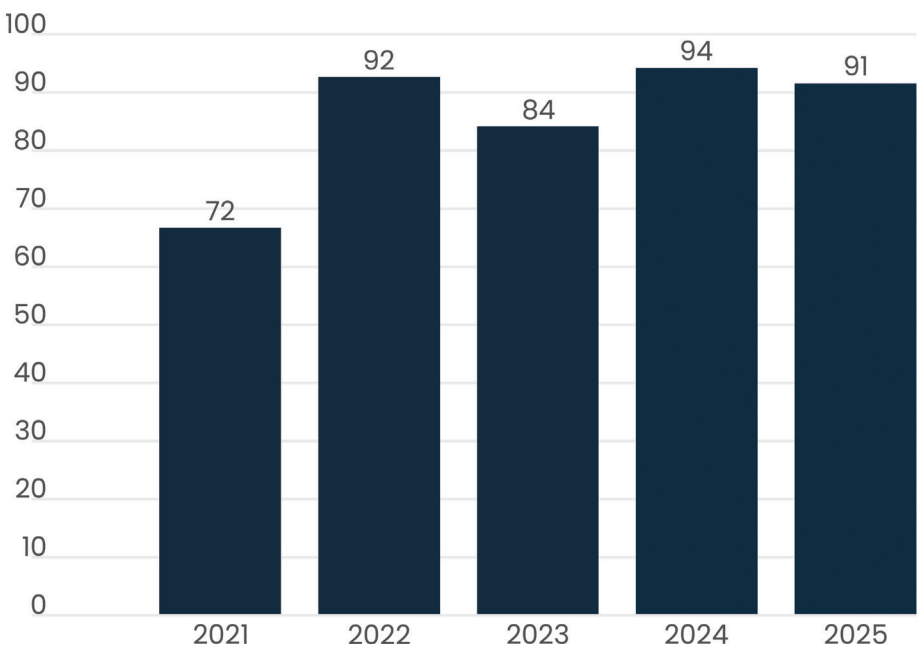
1. Befriend your client
2. Lead your client with your expertise
3. Put your client’s interests ahead of your own
4. Under all circumstances, do the right thing
5. The success will follow

Confidentiality is the cornerstone of our business. All communications will be held in the strictest of confidence. No exceptions.

NATIONAL EXPOSURE WITH LOCAL REPRESENTATION



TRANSACTION VOLUME



A TEAM OF INTEGRITY

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LEDUC, AB



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IMAGINE IT SOLD!

The sale of your dealership is the last opportunity for the assets to generate income for you. We help you maximize the value by negotiating on your behalf and actively managing the process. With a 90% closing rate, consider it sold!

Experience the Difference!

- A smaller client base for each agent and a greater focus on you
- Constant updates on activity flow
- Single agency representation
- Straight-forward and flexible agreements
- Loyal and unwavering representation
- Vigilant protection of confidentiality
- Ethical conduct, under all circumstances

What to Expect

- Confidential consultation and dealership valuation
- Custom-tailored marketing strategy to locate the unique buyer
- Preparation of the offering package
- Strength through expert third-party negotiations
- Drafting of the initial offer to purchase
- Transactional support from engagement through the closing
- Early interfacing with your legal and accounting advisors

Bringing You Multiple Buyers

- Firms or even elevates the purchase price
- Validates the buyer's decision to proceed
- Introduces the fear of loss, which ensures timely performance
- Generates backup offers, which ensures continued fair negotiations

Competitive Fees

- As much as 50% below our competitors
- No upfront fees, retainers, nor reimbursement of costs
- A success fee only – we get paid after you get paid

LOOKING TO ACQUIRE?

Avoid the competition with our Strategic Buying services.

Seasoned buyers are in a relentless pursuit of quality dealerships, and the supply is limited. When these dealerships make it to the open market, the price is naturally elevated. We have developed highly effective methods of locating opportunities for our clients that allow for bypassing the open market without competition.

Contact us to learn how we can solicit strategic acquisitions on your behalf only.

OVER 900 DEALERSHIPS SOLD
& 900 STORIES TO SHARE



MERCEDES-BENZ & SPRINTER
Lynnwood, Washington
Acquired by
Fields
Auto Group



FRANK MOTORS
National City, California
Acquired by
The Dalton Corporation
from Ron Fornaca & Gary Fenelli



PORSCHE
PORSCHE SALT LAKE CITY
Salt Lake City, Utah
Acquired by Schomp Automotive
& John Elway Dealership Group
from Strong Automotive Group



LAKESIDE CHEVROLET
Rockwall, Texas
Acquired by
Hiley Automotive Group from
Bob Holliman and Carol & Michael Grady



GULF COAST AUTO GROUP
Mobile, Alabama
Acquired by
Carlock Automotive
from Roger Tovar



WORTHINGTON FORD
Long Beach, California
Acquired by
Nouri/Shaver Auto Group
from Nick Worthington



NOURI SHAVER



BMW OF HUMBOLDT BAY
McKinleyville, California
Acquired by
Victory Automotive Group
from Reza Lankarani



TOYOTA MERCEDES-BENZ BELLINGHAM
Bellingham, Washington
Acquired by
Go Auto
from Al Monjazez



FRED MARTIN MERCEDES & FORD
Youngstown, Ohio
Acquired by
#1 Cochran Auto Group
from Fred Martin



TOYOTA

KOLOSSO TOYOTA
Appleton, Wisconsin
Acquired by
Kocourek Automotive
from Bill & Barb Kolosso



JLR OF SEATTLE & BELLEVUE
Lynnwood & Bellevue, Washington
Acquired by
Fields Auto Group
from Al Monjazez



MUSCATELL SUBARU
Moorhead, Minnesota
Acquired by
Corwin Automotive Group
from Ward Muscatell



WHAT OUR CLIENTS ARE SAYING

“ Their honesty, integrity and attention to detail are second to none. They only do deals one way, that is a win for the buyer as well as a win for the seller.

JEFFREY CAPPO
VICTORY AUTOMOTIVE GROUP

“ Always impressed by their professionalism, knowledge of the market, and ability to streamline complex transactions. It's important to work with people you trust.

RYAN GEE
GEE AUTOMOTIVE COMPANIES

“ Their knowledge of the auto industry and deal structure is impressive. They add value, are focused on the finish line, and are an asset to our team.

MARK DEBOER
LITHIA & DRIVEWAY

“ We were impressed by their efforts in not only finding the right buyer, but also in following through to see the transaction to its conclusion.

TYLER CORDER
FINDLAY AUTOMOTIVE GROUP

“ They have an organic way of matching the right buyer with a seller based on the interests of both parties. This led to a higher price for their client.

JEFF SWICKARD
SWICKARD AUTO GROUP

“ These gentlemen are straight shooters and we were able to purchase in record time with their assistance. They were extremely professional. I highly recommend them.

MJ LOFLAND
I.G. BURTON AUTO GROUP

“ They are consummate professionals. The entire process was efficient, they were available and responsive. I look forward to working with them again in the future.

JAMIE ALBERTINE
GROUP 1 AUTOMOTIVE

“ They were professional and delightful. They kept me informed of the progress and communicated with me on a very professional and timely manner.

SPENCER YOUNG, JR.
YOUNG AUTOMOTIVE GROUP

Here to Meet Your Needs in Every

DIVISION

POWERSPORTS DIVISION



COWBOY HARLEY-DAVIDSON
4 Locations, Texas
Acquired by
Ed Morse Auto Group
from Walter & Sheila Umphrey



STAR CITY MOTOR SPORTS
Lincoln, Nebraska
Acquired by
Elway Powersports
from Robert Kay



POCONO HARLEY-DAVIDSON
Tannersville, Pennsylvania
Acquired by Steve & Anne Deli
of American Road Group
from Jim & Linda Schlier



BEACH BLVD MOTORSPORTS
Jacksonville, Florida
Acquired by
RideNow
from Andy Kent



LAS VEGAS HARLEY-DAVIDSON
Las Vegas, Nevada
Acquired by
John Morotti
from Tim Cashman & Don Andress



SUN HARLEY-DAVIDSON
Thornton & Denver, Colorado
Acquired by
Sun Powersports Investments from
Kathleen & JR Simmerman & Ron Lang

What Our Clients Are Saying

“ George Chaconas is definitely the Harley-Davidson expert. He’s very honest and trustworthy too.

TOMMY HANNUM
HANNUM’S H-D GROUP

“ When it was time to sell, there was no doubt I was going to hire THE expert in the Harley-Davidson space, PBS.

SCOTT FISCHER
FISCHER H-D GROUP

“ PBS was very involved in every aspect of the buy-sell process and essential in getting it to the finish line.

JEFF HINCHCLIFF
THE H+H GROUP

“ George Chaconas was very professional and thorough. He was always available days, nights, and weekends.

RAMI YANNI
WISE H-D GROUP

RV DIVISION



Acquired
SCOTT MOTOR COACH SALES
Toms River, New Jersey
from Brad Scott



Acquired
FOLSOM LAKE RV
Rancho Cordova, California
from Charlie & Debbie Langdon



Acquired
HAYLETT RV SUPERCENTER
Coldwater, Michigan
from Dave & Nancy Haylett



Acquired
AIRSTREAM ADVENTURES
6 Locations in CA, OR, WA & ID
from Ted Davis



Acquired
STOLTZFUS RV'S & MARINE
West Chester, Pennsylvania
from Earl Stoltzfus & Bob Cox



Acquired
CENTURY RV
Longmont, Colorado
from Steve Hatanaka

MARINE DIVISION



Acquired
DENNY'S MARINA
Indianapolis, Indiana
from Dan & Greg Decker



Acquired
ALOHA MARINE CENTER
Daytona Beach, Florida
from Dave & Kathy Rusler



Acquired
BMC BOATS
Orlando, Florida
from Bill & Paula Fulton



Acquired
BARNEY'S MOTORCYCLE & MARINE
3 Locations, Florida
from KC Wood and Todd Hempstead



Acquired
MASTER MARINE
San Antonio, Texas
from George Noyes



Acquired
THE GREAT OUTDOORS MARINE
Lavalette, West Virginia
from Phil & Diane Daniel

What Our Clients Are Saying

“ Performance Brokerage has been an excellent partner in helping us discover, simplify, and vet potential acquisitions.

TROY JENKINS
BISH'S RV

“ Jesse Stopnitzky was outstanding to work with. I found him to be prompt, forthright, and an all-around pleasure.

JARROD MCGHEE
FUN TOWN RV

“ We have a great relationship with Jesse Stopnitzky and enjoy working with him. He is honest and has integrity.

LOREN BAIDAS
GENERAL RV CENTER

“ Working with Jesse Stopnitzky has been a seamless process. He helped facilitate the transaction in a professional manner.

JEFF HIRSCH
CAMPERS INN RV

What Our Clients Are Saying

“ They were patient, communicative, and stayed on top of every detail. They made the process seamless.

J HURLESS
REEDER TRAUSCH MARINE

“ I would like to thank PBS for their professionalism, expertise, follow-up, and responsiveness in our transaction.

BILL FULTON
BMC BOATS

“ Their attention to detail and ability to get things done was remarkable, and they treated us like family.

MONTY ANDERSON
REEDER TRAUSCH MARINE

“ We are very grateful for their professionalism, hard work, and commitment to this transaction!

DAVE RUSLER
ALOHA MARINE

COMMERCIAL TRUCK DIVISION



Acquired
PETERBILT OF WYOMING
4 Locations, Wyoming
from Fred & Bill DeVore



Acquired
KANSAS CITY FREIGHTLINER
11 Locations in KS & MO
from Westfall O'Dell Dealer Group



Acquired
LEGACY TRUCK CENTERS
9 Locations in PA & WV
from Matt & John Niebauer



Acquired
UNIVERSAL TRACTOR
Lakewood, Colorado
from the McCarty Family



Acquired
MC GEE STORAGE & HANDLING
Norcross, Georgia
from Kirk & Janelle Anderson



Acquired
CLARK TRACTOR & SUPPLY
2 Locations, Texas
from the Clark Family



Acquired
WESTFALL O'DELL
7 Locations in WY, CO, KS & MO
from Westfall O'Dell Dealer Group



Acquired
KENWORTH OF SOUTH FLORIDA
5 Locations, Florida
from Todd Hays & Eric Johns



Acquired
VOLVO TRUCKS OF PALM BEACH
West Palm Beach, Florida
from the DeSanti Family



Acquired
CONTORY TRACTOR
Mount Pleasant, Texas
from Jarred Conroy



Acquired
POWELL'S TRUCK & EQUIPMENT
Lynchburg, Virginia
from Reggie & Steve Powell



Acquired
MOOSE LAKE IMPLEMENT & SPORT
Moose Lake, Minnesota
from James & Andrew Gassert

What Our Clients Are Saying

“ They were instrumental in our purchase. They did an excellent job communicating and helping throughout the process.

GEORGE BROCHICK
PENSKE AUTOMOTIVE GROUP, INC.

“ Dan Argiro’s professionalism, integrity, and honesty were second to none. Dan is who you want to have in your corner.

RON MEYERING
M&K TRUCK CENTERS

“ Without Performance, we would not have maximized the value and found the right buyer, all while protecting confidentiality.

LEONARD DESANTI
VOLVO TRUCKS OF PALM BEACH

“ Honest, ethical, and committed to their clients. The deal closed in record time because the right people came together.

FRED SCHELER
FIVE STAR INTERNATIONAL, LLC

What Our Clients Are Saying

“ From day one, Pat was fantastic to work with and very attentive. I would highly recommend the team at Performance.

JEFF DONALDSON
TELLUS EQUIPMENT

“ Pat and his team were there for my family, providing guidance and support every step of the way.

MIKE JONES
JONES EQUIPMENT

“ Pat and his team were unwavering in their support. Their extensive knowledge and expertise were evident from the start.

KIRK ANDERSON
MC GEE STORAGE & HANDLING

“ Their knowledge, experience, and professionalism made the acquisition process seamless and straightforward.

LEE SMITH
TOYOTA MATERIAL HANDLING SYSTEMS

Performance

B R O K E R A G E S E R V I C E S

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