

2024 NATIONAL INTEGRATED SPECIAL REPORT – DIGITAL AND NEWSPAPER

Auto Dealerships

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AUTO DEALERS
Example of the property of the pr

or many owners of auto dealerships, it's the handed decrois they sell ever make;	44 As with any business,	available to owners. "The larger the dealership or group, the more difficult a honoton.	our specialities in various Sadisons, " Joint Zanchin Sounded the Zanchin Auto Group with a single Handa	BY THE NUMBERS
when and how to barnition out of a horizona flory may have used decided holizing into a floroning societie. Triving it obviously a key factor, but only one of more flor food	you should start thinking about your exit the day you buy it. A proper succession	to management becomes," be says, "The sale and therefore value at the dealership may have monated substantially over the years, which means there are limited management from with the ability.	store in Micollandye, Ontario, in 1915. Sollay See proup has over 37 dealerships across. Ordans representing up auto leanch. Nr. Zandon credits MNP with facilitating a procedy haseattine of the	4,420 Non ser dealers in Canada
to be considered in a consection plan, cays Clins Schaubele, national leader, Deuberdigs with MSP, one of Canada's bedding professional services firms.	plan is essential to any business, especially if you hope to transition to family.	to execute on a purchase. These sould also be a substantial amount of the source's personal wealth field into the locations, so a branchism for family members sould also be	Increas to be doughters. "What title about MMP is that they goe you that personal attention. I've never experienced that before My doubtless took over the histories.	\$152-B Canadian new ser-dealer reserves for 2023
"Other Exhaus include the case of the dealer-slips on group, the positionality of the classify, the dealer's goals and intentions with regards to their legacy, Early document or eathers, and timetime	Panisher, MAP Corporate Francis	difficult." No. Franklin, whose raile includes facilitating the cale of companies, and providing support with fouriers, amplicitions, corporate enclusioning and forestational deal difference, serving and forestational deal.	or that the order to continue, and those they do were before But with MEP behind them, they will undered," he says. 16. In additionally the Zanchin family is guestioned with MEP.	\$34.4-M
before retirement," he says. The key is the clark consession planning salely to ensure the consolled possible handline and of the business, says Mr. Is handrie.		there is far more to the sale of a dealership then just agreeing on the latership value. "Accespetitive MEA process will not only done the highest amount.	Budsales the importance of good outcompon planning. You with any locations, you should did foreign about your self the day you but \$1. The says. "A process."	\$3-B Total production that new new shadow sension
"Even if an owner has no obvious family here, there are several other options for sourceous," he says. "Yor example, key management or staff limiting to disk involved in	EE Dealers often want	of goodwill, but it will also centre an encounsed where the prospective larger, are competing for the debesting. The caps. "All largers see value differents, and browing	uncommon plan is essettal to any business, especially if you hope to brandloon to family. Most insomes, of dealership groups started out with one-dealership. They insomed	2% tempe polit magin
The business, or an inverse stabill consider ording to a consolidation, or another dealer or group looking to exqual fleet presence to a publishin market or to enter that market."	their legacy to carry on into their retirement, and may structale passing their	a number of good boyer options to the table will always, done the hed result." HTP patters table Burelio, who wanted closely with the	the bosiness on a unable scale before adding other closes. It's a completely different compans when you hand over a multi-close or our bit a family member. The	\$687,900 Anneuga prodit pare Inchess
The key adds No. Schaufele, is to explore options as early in the process as possible. "The mod important part is bestiming the process, but a	dealership to a group, who, while very well intentioned, may not no your stone exactly	Zendon family in their banation of Ondard's Zendon Rulls Group to the rend generation, agreed had the suspecion process is never really signature.	training and diffs, required to run an operation of that care takes a number of years to learn, so that needs to story well before the correct course shoot audio."	146,900 Number of people employed by new ner dealers
connection plan is a fined discussed that will evolve sown time," he adds." Talk his pion housed admine and engage a succession planning specialist as usins as provided to get the conversation disched and the	like you did. Chin Sahashin National Anderships with Mary	"It morphs into different pricesses; and inclusions," he cays, "As Anaba (Sanchio) and Lawa (Sanchio) take sinitial of the locitiess, they're going to said his one different indictions, us in different directions.	A good honothin plan is equally important if the insere upts to sell to a consolitation or larger group, Gys. 10. Schaufele. "That Type of saler is often sited as a dealer's 'efficement olan." but	33 Anneago amplepase par Institutes
the conventation district and the process moving formant. If you do not have a plan to place, if is more too late to district his district one, but do not district, "the cape. Bert thankin, prevident, 1907 Copping the Transport, you the size of the distriction of the districtio	-	influtions, go in different directions. And so, the pointest confidence and use of NOP large alreaded of the influence to the property of influence to the control of dates come land to get insight as the business wishes total different dentitions, and lancator people institute of the control of the con- trol of	as a delate's influenced plan, and still empires ample planning and Sorelissipid before alternything costs a hieraction," he says. "It your white is in a cought-after groupoplas maked, or your handline is with a highly solved CDM, this coold be an expectally attractive option for both sealers."	\$1-M Assemble reconnect personal property of the control of the co

Whether a business person seeks to climb to the top of the corporate ladder or set themselves apart from other entrepreneurs and consultants, an MBA can make all the difference. In this report, we look at Canada's top MBA programs, and factors that set them apart and set graduates up for success.

Proposed topic highlights:

OPTIONS – How options ranging from fast-track, full-time programs to others that allow students to study part-time offer valuable choices. **RELEVANT** – Why topics such as sustainability, new ventures and international business are vital to a well-rounded, world-ready MBA. **SUPPORTIVE** – How leading schools go beyond teaching to offer students mentorship, career support, networking and other ingredients for success.

HANDS ON – Why a combination of in-class study and practical hands-on experience is key to nurturing capable graduates.

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