

For Car Dealerships

SINGLE-SITE OWNERS AND DEALER PRINCIPALS

If the business is running you instead of the other way around — start here.

01

GROWTH ROADMAP

Where you're going in the next 12–36 months.

I sit down with you and map out the next 12 to 36 months on paper. What franchise you're chasing, what stock profile actually suits your patch, and what the dealership needs to look like before you can step back from it, sell it or hand it on. You walk away with a plan, not a wish list.

02

SYSTEM & DATA AUDIT

Find where margin is leaking.

I go through your DMS, your stock book, your lead pipeline, F&I and aftersales numbers line by line. I'll show you where margin is leaking, where deals are dying in the funnel, and where the easy money is sitting that nobody has chased in eighteen months. No fluff — just the numbers and what to do about them.

03

MANAGEMENT UPSKILLING

Get your managers actually managing.

Your sales manager, aftersales manager and accounts person should be running their departments, not running every decision back through you. I work with them directly — one to one and in their team meetings — until they're holding their own team to standard. The goal is simple: you stop being the bottleneck.

A DEALERSHIP THAT RUNS WITHOUT YOU

04

KPIS THAT MATTER

The few numbers to watch weekly.

There's a handful of numbers in a dealership that tell you everything — and a hundred that tell you nothing. I'll show you which ones to actually watch every week, what good looks like for your size of business, and exactly what to do when they start moving the wrong way before it costs you a quarter.

05

PROFIT WITHOUT YOU

Coach the team to run it.

The end game is a dealership that's profitable on the weeks you're not in the building. I put the rhythm, the reporting and the accountability in place so the team can run the day-to-day without you signing every deal or chasing every debtor. That's what gives you your weekends back.

06

FUNDING & FRANCHISE PITCHES

Build the plan, walk you through the room.

If you're going to a bank for funding or to a distributor for a new franchise, you get one shot at the pitch. I'll help you build the business plan, the numbers and the story behind it — and I'll coach you through how to actually sit across the desk from them and answer the questions they're really asking.

YOUR NEXT STEP

Start with a free rant.

No pitch, no slide deck. A straight conversation with someone who has actually done it.

kevinegancoaching.ie/rantbox