

Manage Your Dealership With Greater Confidence When You Know You're in Control!

Everything you know about your dealership depends on the accuracy of the reports you receive. It is impossible to know for sure that your profits are real and your assets are not in jeopardy, unless you have the assurance that the proper accounting procedures and internal controls are in place and are being followed.

The **COPS** program from the CPA member firms of Auto Team America can give you that assurance. **COPS** was developed through our work with 2,000 dealerships nationwide and our firsthand knowledge of how critical it is to continually monitor the systems at your dealership.

COPS consists of a series of more than 25 individual modules, each designed to test a specific area of your dealership's operation. Some examples are:

- New Car Sales
- Used Car Sales
- F & I
- Service Department
- Parts Department
- Body Shop
- Inventory Controls
- Computer Utilization
- Cash Handling

Auto Team America created the **COPS** program because we understand the challenges of operating a dealership today. We know the problems that can occur and the controls that should be in place.



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*Safeguard Your
Dealership's
Assets
With*

COPS

**CONTROL OF
OPERATING
PROCEDURES &
SYSTEMS**

From a CPA Member Firm Of



AUTO TEAM AMERICA
The Automotive Specialists

AUTO TEAM AMERICA

*A Network Of CPA Firms
Serving 2,000 Dealerships Nationwide*

1-800-928-8627

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More Control Less Trouble Less Expense



COPS is an improvement on the use of an internal auditor, which is the conventional way to check for compliance with procedures. Qualified internal auditors who fully understand the car business are both hard to find and expensive to employ.

The **COPS** program is a simple, economical way to subcontract this work to our team of dealership professionals. **COPS** has pulled together the best procedures in internal auditing nationwide and makes them available to you.

Buy Only What You Need



The modular nature of the **COPS** program makes it very flexible. Many new **COPS** users begin with the module addressing the area within the dealership with which they are least comfortable. Other dealers perform one or more, or even all of the modules at various sites and at various times throughout the year.

After an initial **COPS** review, some dealers continue only with modules that address areas that remain problematic. You may even find as few as one or two modules per year is an effective way to “inspect what you expect.” **COPS** can be an invaluable tool in supporting your office personnel by having an additional look at the control procedures in place.

A typical **COPS** module focuses on a single area of your dealership, testing its operation to see if your procedures are being followed. Then the procedures themselves are scrutinized to make sure they can actually accomplish the results you want and are consistent with current best practices in the dealership industry.

The Results



Immediately at the conclusion of the field work for each **COPS** module, you will receive a detailed written report, with plenty of opportunity for questions and discussion. There is no waiting; when our team of CPA dealership professionals leaves, you have the results in hand and can make any needed improvements the same day.

A Unique Program



COPS is a copyrighted program, available only through Auto Team America CPA member firms. However, you do not have to be a client of a member firm to take advantage of **COPS**.

Our Dealer Services Group



Our Dealer Services Group has a proven track record in serving the dealership industry. We have a dedicated team of professionals

who work with dealerships of all sizes from single point, stand-alone franchises to multi-state mega-dealers. Since we work with dealerships every day, we understand the problems and unique issues facing dealers today. Our experience allows us to identify opportunities and problems that may otherwise be overlooked. Our professionals can provide practical solutions to deal with these issues and assist in improving operational efficiency and bottom-line results.

Auto Team America



Auto Team America (ATA) is a network of CPA firms representing 2,000 dealerships from coast to coast. ATA is dedicated to helping dealerships find better ways to manage their businesses and increase their profitability in an increasingly competitive marketplace. ATA stays on the cutting edge of the industry through active involvement in national, regional and local trade associations including NADA, and provides intensive industry training for its members.

The Next Step



To learn more about how your dealership could benefit from the **COPS** program, call the Auto Team America CPA member firm serving your area at **1-800-928-8627**.