

AUTO TEAM AMERICA

IS A NETWORK

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WHO SERVE

2000

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NATIONWIDE



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A NETWORK OF CPA FIRMS  
SERVING 2000 AUTOMOBILE DEALERSHIPS NATIONWIDE

## DOES YOUR CPA KNOW YOUR BUSINESS?

Across the country, dealers are facing mounting financial pressures: government compliance issues, hiring and managing employees, greater customer expectations, and overall increases in the cost of conducting a business.

These specialized issues require CPAs with experience in the automotive business. As your financial services needs extend beyond simple accounting and tax preparation, so should the services supplied by your CPA. Auto Team America (ATA) is a group of CPA firms with specialized automotive divisions who, sharing their knowledge, meet the unique needs of car dealerships.

This experience in the automotive industry will give your dealership, whether a single-point franchise or a mega-dealer, the assistance it needs in meeting its financial goals.

## WHAT IS AUTO TEAM AMERICA?

Auto Team America is a network of CPA firms that serve 2000 dealerships nationwide.

Auto Team America meets regularly to share dealership specific information and solutions to most effectively meet the needs of automotive dealers.

This allows us to deliver proven service in auditing, estate and tax planning, profitability analysis, and cost containment.

Auto Team America membership is restricted to firms with over 30 dealership clients. This provides an

extensive reference base, allowing us to concentrate on the specific issues pertinent to dealership operations.

## SERVICES DESIGNED FOR AUTOMOTIVE DEALERS

Operational Reviews

Internal Control Reviews

Tax Planning/Tax Reviews

Estate Planning

Valuations

Computer Selection

LIFO

Litigation Support

Fraud Investigations

Buy-Here/Pay-Here

Internal Auditing

TASK (Technological Access to Solutions & Knowledge)

## CONTROL OF OPERATING PROCEDURES & SYSTEMS (COPS)

Auto Team America created the COPS program to help dealerships like yours ensure that the proper accounting procedures and internal controls are in place. COPS consists of a series of over 25 individual modules, each designed to test a specific area of your dealership's operation. Modules include new and used car sales, F & I, parts department, service department, inventory controls, and cash handling.

Because the system is modular, it is very flexible — you buy only those modules you need or want. Many new COPS users begin with the module that addresses the area of their operation in which they are least comfortable. Other dealers perform one or more of the modules at various times throughout the year.

When you call on ATA and our COPS program, you get results immediately. When our team of automotive professionals field tests

your operation and procedures, you receive a written, detailed analysis of the team's findings immediately — so you can make any needed improvements the same day.

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

## KEEPING YOU UP TO DATE ON INDUSTRY DEVELOPMENTS

At ATA, our goal is to help your dealership become more efficient and profitable. We publish a bi-monthly newsletter designed to do just that — improve your bottom line. Each complimentary issue contains articles and features on topics that dealerships face on a daily basis. Inventory control, managing cash flow, and strengthening internal controls are just a few of the topics covered in the past year.

If you would like to receive the newsletter, just call us at 1-800-928-8627. The subscription is free and there is no obligation.

## AN INVITATION

Isn't it time you talked with someone who knows your business? The specialists at Auto Team America can help you improve your bottom line. To learn more about the services that we can provide to you, simply call us at 1-800-928-8627 for the member nearest you.

Visit us on the web at:  
[www.autoteamcpa.com](http://www.autoteamcpa.com)