

Buy/Sells in Uncertain Times

Where are the Opportunities? And Making it Work For You!

With

Mark Johnson, President, MD Johnson, Inc

Moderated by

Mike Bowers, Editorial Director, DealersEdge

DealersEdge

Mark Johnson is the President of MD Johnson Inc, a specialized financial advisory services firm based in Seattle, Washington. The firm advises retail automobile dealers and dealership groups on exit strategies and acquisition strategies of dealership assets and platforms.

Mr. Johnson, formerly a new vehicle dealer, used vehicle dealer and automotive platform President, has over 20 years of retail automotive and strategic planning experience. This experience has resulted in his personal involvement in roughly one billion dollars of financial advisory service experience to his credit. Recent advisory services engagement include advising the Stewart family on the disposition of Stewart Honda of Santa Maria, CA, Michael Cantanucci on the Acquisition of Mercedes Benz of Palm Beach, FL., Charles Schooley on the sale of Schooley Cadillac of Palm Beach FL to the AutoNation Companies, advisory services to Asbury Automotive Group on the sale of Nalley Chevrolet of Atlanta GA., to Steven Uiterwyk, Michael Johnson on the Sale of Rodeo Nissan of Fresno, CA to Asbury Auto Group and Robert S Cuillo on the sale of Lexus of Palm Beach to the AutoNation Companies, just to name a few.

MD Johnson Inc is particularly experienced in developing and executing long term strategic plans for the firm's clients, which include both public and private dealership groups. The firm has extensive experience in arranging tuck-in acquisitions for its platform operating clients as well as a successful track record of maximizing value in the complex disassembly and liquidation of automotive platforms.

Not only is Mr. Johnson one of the only individual in the US involved in the disposition, diversification and acquisition of Automobile Dealerships, but is the only individual that has earned the CBI (Certified Business Intermediary) professional designation and the MAMI (Mergers and Acquisitions Master Intermediary) professional designation. Along with a University Education these designations require several years of advanced educational courses and committee confirmed experience to be conferred upon the applicant. They also require specific, designated ongoing education. A CBI/MAMI designee is considered the best of the best in M and A and exit planning and is held to the highest professional standards. The MAMI must also have numerous multi million dollar transactions to qualify.

Mr. Johnson was educated at Eastern Washington University in Washington State and resides in Seattle Washington. Mr. Johnson also has extensive experience interacting with personal representatives of estates for the purpose of valuation and liquidation as well as providing expert testimony relative to valuation. Additional information and press releases may be found at www.mdjohnsoninc.com

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**What Happened?
What's Happening?**



- What's On Every Buyer's Mind
- Capital Considerations
- Managing Equity and Debt



- Valuing Dealerships That Are Losing Money
- Valuing Dealerships Breaking Even
- Valuing Dealerships Making Money



- What's On Every Seller's Mind
- Asset Redeployment
- Calculating The Waiting Game



- Work Out Details
- Bankruptcy Opportunities
- Bankruptcy Buying/Selling Process



- Troubled Asset Overview
- Funding Acquisitions For The Next 24 Months



- When To Buy
- When To Sell
- When To Walk Away



- The SAAR
- Market Share
- 5 Year Outlook



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