

## **Used Automobile/Truck/SUV or Motorcycle Dealerships Can Now Drive Their Profits Up By Fueling Their Cash Flow With Factoring**

By Brian Strugs

Nowadays, the amount of cash flow that is required to own and operate a used automobile, truck, SUV or motorcycle dealership is extremely expensive. An abundance of cash is required for paying the monthly operating expenses, vehicle inventory, and financing the loans to its customers. The monthly cash flow needed to operate and sustain the ability to earn reasonable net profits usually are derived from the dealership's bank line of credit or from the owner's capital. The dealerships that sell 3 to 10 year-old vehicles on their lots and provide in-house financing for their customers are the dealerships that need more and better alternative means of obtaining cash flow. As for obtaining cash flow from the actual sales of their vehicles, dealerships can only earn so much because the bottom line fact is that customers only have to pay them a fraction each month of the total amount owed. In other words, because of the very nature of their business, dealerships literally have to wait years to get completely paid on the vehicles. This is combined with the fact that the dollar value depreciates each year. By the time a dealership receives all of the money from the sale of a vehicle, the money collected will not have the same buying power that it would have if the dealership were able to receive all or even most of that money on the day of the sale.

There is a solution to eliminating cash flow problems: Notes Selling. Notes Selling allows dealerships to actually sell their Portfolios of Vehicle Notes to a funding source company. Notes Selling is the process of purchasing the portfolios of automobile notes or truck or SUV or motorcycle or mobile home notes from a dealership for up to 95 percent of the face value of the notes, and minus a small fee. After the vehicle dealership has received their lump sum of cash from the funding source company, the consumers/purchasers attached to the purchased portfolio of vehicle notes will then owe and pay their monthly vehicle payments to the funding source company instead of the dealership. Technology has even progressed to the point that it is now possible to establish online Notes Selling services that will allow a continuous flow of vehicle portfolios to be purchased by a funding source company and paid to a dealership in real time. The Factor does all of the work and the dealership monitors the transactions via the Internet.

Additionally, it gets even better for dealerships because the ones that offer repairs, accessories, and towing services to their customers and/or allow their customers to pay by credit cards for these services can have their consumer credit card transactions Factored. Factoring is the process that occurs when a business allows an unconventional funding source (a Factor) to purchase its accounts receivables for up to 95 percent of the face value of the invoice, and minus a small fee. Thus, and in exchange, this provides the business with a debt-free lump sum of cash because Factoring is not a loan. This type of Factoring regarding applying the process toward credit card invoices is called Credit Card Receivables Financing. Credit Card Receivables Financing is the process of advancing cash to a business based on its past six months of credit card receivables. In fact, a company can be financed utilizing this process by a funding source company (a Factor) and collect cash within a mere 7 to 10 days. This too can be established and monitored via the Internet. This is both an easy process for a business (including vehicle dealerships) and a quick one. Typically, a business is charged approximately \$1,059 for a \$10,000 Credit Card Receivables Financing advance.

Profit Increase Funding has over 150 funding source companies with billions of dollars to invest. For more information, contact them by email, telephone or visit the website as follows:

Profit Increase Funding, Inc.  
Brian Strugs, President/Certified Funding Consultant  
17184 Westmoreland Road  
Detroit, MI 48219-3551  
Office: (586) 945-3605 / Fax: (586) 349-6070  
Email: Profitincrease@sbcglobal.net  
Website: [www.profitincreasefunding.com](http://www.profitincreasefunding.com)

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