



DEALERSHIP

WEEKLY INFORMATION NETWORK

Automotive Dealership Operational Considerations

1. Preserve Cash. Preserve Cash. Preserve Cash.
2. Minimize exposure to your staff by having teams work different shifts. If you have a centralized accounting or BDC offices, consider assigning staff to different office locations.
3. Reach out to your banking relationships to negotiate deferments on the Floor Plan, Working Capital Loan and other debts.
4. Accounts Receivables keep collection efforts to collect when possible.
5. Vendors call to defer payments.
6. Monitor inventory levels. Make sure you are approving all new vehicle inventory shipments from the manufacturer.
7. Hold off/Pause on any significant fixed asset purchases or image improvements required of the manufacturer.
8. Consider adding resources to your BDC.



Additional Considerations and Programs

1. Economic Injury Disaster Loans (EIDL)
2. Loan Program included in the draft CARES Act

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