

## Warranty Labor Reimbursement Analysis

### RECEIVE THE WARRANTY LABOR REIMBURSEMENT YOU'RE ENTITLED TO!

Most states require manufacturers to reimburse dealerships retail rates for their warranty labor sales. Based on our experience, some manufacturers pay a much lower warranty rate than the dealer charges to its retail customers. **As a result, a warranty labor rate increase could add thousands or even tens of thousands of additional gross profit per month.**

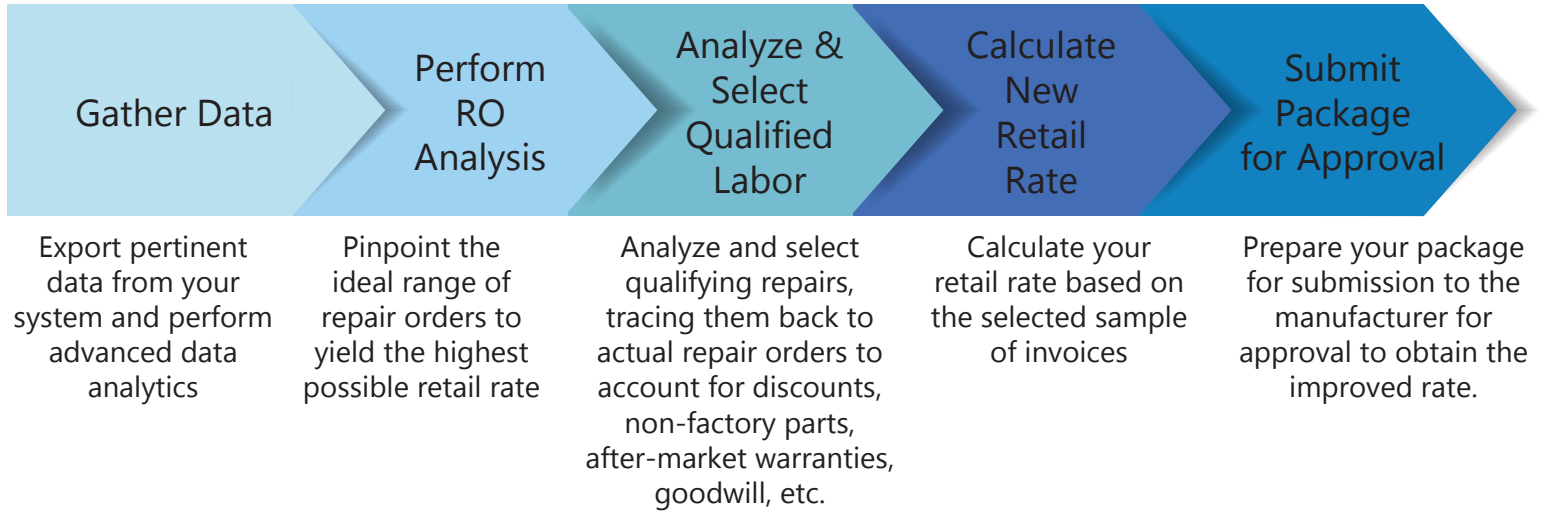
### CALCULATING PROJECTED GROSS

ANNUAL LABOR SALES	CURRENT WARRANTY RATE	ANNUAL WARRANTY HOURS	ANNUALIZED ADDITIONAL INCOME		
			RETAIL RATE OF \$115	RETAIL RATE OF \$120	RETAIL RATE OF \$125
\$250,000	\$100	2,500	\$37,500	\$50,000	\$62,500
\$500,000	\$100	5,000	\$75,000	\$100,000	\$125,000
\$800,000	\$100	8,000	\$120,000	\$160,000	\$200,000

### WHY O'CONNOR & DREW, P.C.?

- Over a decade of warranty labor reimbursement analysis experience and more than 70 years of experience servicing automobile dealerships
- Fully dedicated staff who will work through all steps of the process - No outsourcing!
- We've already secured approvals for over 1000 dealerships and counting
- Flat Fee - no contingencies
- The cost of the service is typically recouped in less than 30 days

## OUR PROCESS



## COMMON MYTHS ABOUT WARRANTY LABOR REIMBURSEMENT

1. The result will have a minimal impact to my bottom line.  
*Wrong! The vast majority of dealerships will receive an increase of at least \$50,000 - \$100,000 annually which pays for the cost of the analysis in about 30 days and serves as a perpetual revenue stream.*
2. The manufacturer will seek retribution against me.  
*Not true. We have been performing these analyses for a decade and we have seen no evidence of a manufacturer seeking direct retribution against a dealer.*
3. Manufacturers will refuse approval.  
*At O'Connor & Drew, we are familiar with the laws and the manufacturing process which results in a high approval percentage.*
4. Waiting is not costly.  
*You are eligible for reimbursements now. Waiting keeps the money you deserve out of our your pocket.*



### **Want To Find Out What Your Potential Benefit Would Be? Contact Us For A Free Estimate Today!**

To learn more, contact [Frank O'Brien](#), Principal, by phone at [617-471-1120](tel:617-471-1120) or via email at [fobrien@ocd.com](mailto:fobrien@ocd.com). In just a few minutes, Frank can provide you, free of charge, the potential annual benefit to your dealership.

If you choose to move forward and have a Warranty Labor Reimbursement Analysis, the fee is \$6,750 per dealership. You can't go wrong! The cost is typically recouped in less than 30 days.

### About Us

O'Connor & Drew, P.C., founded in 1949, is one of the most well-respected, full-service accounting, tax and business consulting firms in New England that thrives on fostering close business and individual client relationships.