

## Warranty Parts Reimbursement Analysis

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

Manufacturers are reimbursing dealers for their warranty parts at a much lower rate than the law allows. Typically, manufacturers reimburse their dealers at cost plus 40%, but dealers have the potential of earning upwards of cost plus 90% back on warranty parts.

Reimbursements average between \$75,000 and \$125,000 annually and, in many cases, even more!

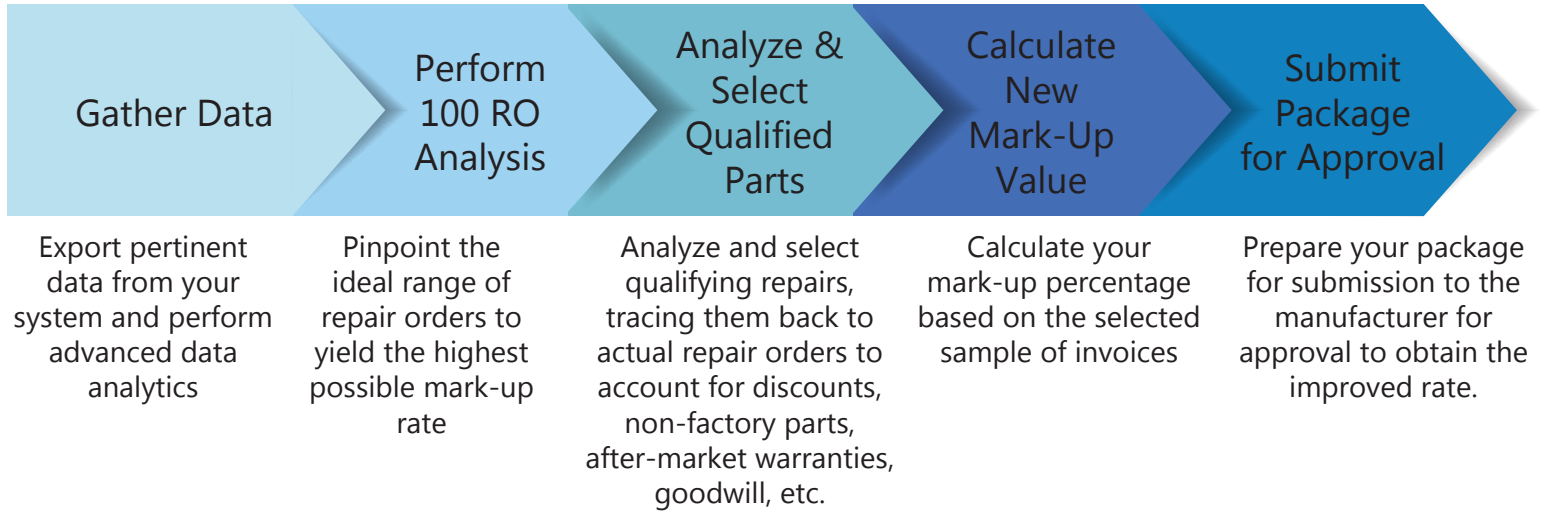
### CALCULATING PROJECTED GROSS

SALES	GROSS PROFIT	COST	POTENTIAL ADDITIONAL INCOME		
			DEALERS @ 60% MARK-UP	DEALERS @ 75% MARK-UP	DEALERS @ 90% MARK-UP
WARRANTY SALES	CURRENTLY @ 40% MARK-UP	WARRANTY COST			
\$250,000	\$71,429	\$178,571	\$35,714	\$62,500	\$89,285
\$500,000	\$142,857	\$357,143	\$71,429	\$125,000	\$178,571
\$800,000	\$228,571	\$571,429	\$114,286	\$200,000	\$285,715

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

- Over a decade of warranty parts 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



## 5 MOST COMMON MYTHS ABOUT WARRANTY PARTS 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 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. MSRP and retail price are equal.  
*MSRP is controlled by the manufacturer which is in many cases significantly less than retail price.*
4. 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.*
5. 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](mailto:fobrien@ocd.com), 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 Parts 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.