



**PINNACLE**  
M E R G E R S & A C Q U I S I T I O N S



# EXPERIENCE MATTERS

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## AT PINNACLE MERGERS AND ACQUISITIONS, OUR EXPERTISE IN BUILDING RELATIONSHIPS WITH DEALERS AND DELIVERING UNPARALLELED RESULTS IS SECOND TO NONE.

There's no substitute for experience. At Pinnacle, we have over 85 years of combined experience successfully selling over 800 dealerships. That's a lot of transactions, each with its unique circumstances. We've seen a lot, experienced a lot, and successfully navigated through countless complex situations. We are seasoned veterans. We have the contacts, skills, and experience to maximize your life's work.





**\$40 BILLION+**  
OF TRANSACTIONS COMPLETED

**85+**

YEARS OF  
COMBINED  
EXPERIENCE

**800+**

SUCCESSFUL  
CLOSED  
TRANSACTIONS

**325+**

CITIES ACROSS  
THE NATION

**45+**

STATES  
ACROSS THE  
NATION

**#1**

MERCEDES  
AUTO  
DEALERSHIP  
BROKER

**96%**

CLOSING RATE  
AFTER OEM  
APPROVAL

# DEDICATED TO PARTNERS LIKE YOU

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**THERE'S NO SUBSTITUTE FOR EXPERIENCE,  
AND OUR TRACK RECORD OF SUCCESSFUL  
TRANSACTIONS SPEAKS FOR ITSELF.**

Our dealership success stories expand across the nation, earning the trust of dealers for over 30 years.



“ My father and I have known and done business with Bill Scrivner for three decades. He is the same guy we met at 23; he has great character, is 100% honest and transparent, is hardworking and driven to achieve a win-win.

Bill understands the value of repeat business and long-term relationships and has a rock-solid personal life that supports his business life. Bill can take a complex transaction and reduce it to simple terms, but make sure he hits the bullseye for his client.”



Larry Van Tuyl  
VT Companies

WE HAVE WORKED WITH EVERY BRAND AND PUBLICLY TRADED COMPANY  
IN THE AUTOMOTIVE INDUSTRY.

PROUDLY REPRESENTED



**STEVE THOMAS BMW**  
Camarillo, CA



**FERRARI OF HOUSTON**  
Houston, TX



**FERRARI OF THE WOODLANDS**  
The Woodlands, TX



Mercedes-Benz

**MERCEDES-BENZ OF LOUISVILLE**  
Louisville, KY



**WESLEY CHAPEL HONDA**  
Wesley Chapel, FL



**FERRARI DENVER**  
Denver, CO



**WADE FORD**  
Atlanta, GA



**AUDI WOODLAND HILLS**  
Woodland Hills, CA



**HOWARD COOPER PORSCHE**  
Ann Arbor, MI



Mercedes-Benz

**MERCEDES-BENZ OF GEORGETOWN**  
Georgetown, TX



**PARK PLACE LEXUS**  
Mission Viejo, CA



**TAMPA HONDA**  
Tampa, FL



**HONOLULU FORD**  
Honolulu, HI



**TOYOTA**

**TOYOTA OF FORT WORTH**  
Fort Worth, TX



**PRESTIGE AUDI**  
North Miami Beach, FL



**HASSEL BMW MINI**  
Long Island, NY



**TOYOTA**

**ROSENGARDEN TOYOTA**  
Chicago, IL



**HONDA**

**HONDA OF FORT MYERS**  
Fort Myers, FL



**LEXUS OF MONTEREY PENINSULA  
SEASIDE**  
Seaside, CA



Mercedes-Benz

**MERCEDES-BENZ OF CHARLOTTEVILLE**  
Charlottesville, VA

Visit [PINNACLEMERGERS.COM](http://PINNACLEMERGERS.COM) for a sample of our successful transactions.

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**ROCK HONDA**  
Fontana, CA



**WESLEY CHAPEL TOYOTA**  
Wesley Chapel, FL



**TOYOTA MALL OF GEORGIA**  
Atlanta, GA



**LAND ROVER JAGUAR**  
Ventura, CA



Mercedes-Benz

**MERCEDES-BENZ OF CINCINNATI**  
Cincinnati, OH



**WILLIAMS PORSCHE**  
Lansing, MI



**ALGAR FERRARI OF PHILADELPHIA**  
Philadelphia, PA



**MICHAEL TOYOTA**  
Fresno, CA



**CAPISTRANO NISSAN**  
San Juan Capistrano, CA



**LAKE NORMAN HONDA**  
Charlotte, NC



**GARLYN SHELTON BMW**  
Bryan, TX



Mercedes-Benz

**MERCEDES-BENZ OF WESTCHESTER**  
Westchester, OH



**HOWARD COOPER AUDI VOLKSWAGEN**  
Ann Arbor, MI



**PIERCEY HONDA**  
San Jose, CA



Mercedes-Benz

**W.I. SIMONSON MERCEDES BENZ**  
Santa Monica, CA



**CLASSIC DODGE CHRYSLER JEEP RAM**  
Denton, TX



**ISLAND SUBARU**  
Maui, HI



Mercedes-Benz

**MERCEDES-BENZ OF KANSAS CITY**  
Kansas City, MO



**SANTA FE BMW MINI**  
Santa Fe, NM



**TROY AIKMAN FORD**  
North Miami Beach, FL

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**TOYOTA OF SIMI VALLEY**  
Dallas, TX



**TEAM GILLMAN HONDA WEST HOUSTON**  
Los Angeles, CA



**MERCEDES-BENZ OF OMAHA**  
Omaha, NE



**UNIVERSITY PARK AUDI**  
Dallas, TX



**KARMA DENVER**  
Denver, CO



**PININFARINA DENVER**  
Denver, CO



**CARTHAGE CDJR**  
Carthage, MO



**NEIL BONNETT HONDA**  
Birmingham, AL



**MALL OF GEORGIA HYUNDAI**  
Atlanta, GA



**CHAMBERS CHEVY CADILLAC**  
Bellingham, WA



**CHEVROLET OF MORRISTOWN**  
Morristown, TN



**TOM WILLIAMS CADILLAC**  
Birmingham, AL



**FRANK SMITH HYUNDAI**  
McAllen, TX



**MOMENTUM HONDA NW**  
Oklahoma City, OK



**MERCEDES-BENZ OF ENCINO**  
Los Angeles, CA



**HERRIN-GEAR TOYOTA**  
Jackson, MS



**SUNBELT BMW**  
Meridian, MS



**BMW MINI OF EL PASO**  
El Paso, TX



**PIERCEY TOYOTA**  
San Jose, CA



**FREEWAY HONDA**  
Birmingham, AL

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PROUDLY REPRESENTED



**MERCEDES-BENZ OF ANN ARBOR**  
Ann Arbor, MI



**MOMENTUM TOYOTA NW**  
Oklahoma City, OK



**LONG BEACH BMW MINI**  
Long Beach, CA



**MERCEDES-BENZ OF NASHVILLE**  
Nashville, TN



**BENTLEY DENVER**  
Denver, CO



**LOTUS DENVER**  
Denver, CO



**WESELOH NISSAN**  
San Juan Capistrano, CA



**MICHAEL VOLKSWAGEN**  
Fresno, CA



**FRIENDLY FORD**  
Springfield, MO



**DYER TOYOTA**  
Columbia, SC



**LEGACY CHEVROLET AND CADILLAC**  
Columbus, GA



**SANTA MONICA ACURA**  
Santa Monica, CA



**VICTORY NISSAN SOUTH**  
Shelbyville TN



**CLASSIC BUICK GMC**  
Carrollton, TX



**VOLKSWAGEN OF NEW PORT RICHEY**  
New Port Richey, FL



**MICHAEL CHEVROLET**  
Fresno, CA



**JERRY CHAMBERS CHEVROLET AND  
CADILLAC**  
Bellingham, WA



**FLETCHER CHRYSLER DODGE JEEP RAM**  
Jane, MO



**VOLVO OF DALLAS**  
Dallas, TX



**GRAND WEST KIA**  
Grand Junction, CO

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# TESTIMONIALS

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**OUR STRONG RELATIONSHIPS AND THE RESULTS WE DELIVER SET US APART. BUT DON'T JUST TAKE OUR WORD FOR IT — TAKE THE ADVICE FROM INDUSTRY LEADERS.**

Pinnacle's commitment to excellence shines through the success and satisfaction of dealers like you.





Bryan DeBoer  
President & CEO,  
Lithia Motors

“ We have done countless deals together in the 27 years that we have known each other. He has helped Lithia sell dealerships AND buy dealerships. He keeps things simple and calm, making both buyers and sellers comfortable to accomplish their goals. ”



Jeffery C Rachor  
President and CEO,  
Berkshire Hathaway  
Automotive Group

“ Fearless in their advocacy for their clients’ objectives.”



Sam Pack  
President & CEO,  
Pack Automotive  
Group

“ Honest, straightforward, considerate, and knowledgeable of the market.”



Joe Shuster  
President,  
Honda of Downtown  
Los Angeles

“ BIG results are unmatched by his competitors.”

# THE PINNACLE PROMISE

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CONFIDENTIAL REPRESENTATION,  
EXCEPTIONAL RESULTS

## YOUR GOALS

SUPPORTING YOUR SUCCESS IS WHAT WE DO BEST, AND WE'RE  
HERE TO HELP TURN YOUR GOALS INTO REALITY.

With our market research and guidance, we can present opportunities that align perfectly with your growth plans. From start to finish, we walk with you to help maximize your dealership strengths, drive revenue, and unlock your full investment potential.

## YOUR TEAM

WE TAKE A MORE PERSONAL APPROACH, AS YOUR PARTNER AND  
CONSULTANT WHENEVER YOU NEED US.

While plenty of brokerage firms offer resources to support your goals, we stand out with our nationwide experience and commitment to client success. Unlike many competitors, we don't charge upfront fees to retain our sell-side services. In other words, we don't get paid until you do.

## YOUR SUCCESS

YOU HAVE A VISION, AND OUR EXPERTISE CAN MAKE IT HAPPEN.

With over 85 years of combined experience, we've structured, facilitated, and closed hundreds of transactions. Pinnacle will be with you every step of the way — helping you prepare your dealership for sale, finding the right buyer, closing the deal, and ensuring a smooth transition.

“ Pinnacle’s reputation, experience, committed tenacity, high energy level, and unquestionable trustworthiness exceeded my expectations with results that culminated in a very profitable sale and a friendship that will last far beyond the transaction. ”

Mike Houx  
Sandia BMW/Mini/Motorrad





“ Pinnacle M&A, is without question the best automotive broker I’ve ever worked with. They make what can be complicated, much easier. On the multiple deals I’ve done with them, they are involved in every step of the transaction and kept things moving forward for both the buyer and the seller. ”

Joe Cooper  
President & CEO  
Cooper Auto Group

# WHAT SETS PINNACLE APART?

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The buy-sell process can be complicated, full of potential pitfalls, and often emotionally draining. Whether you're buying or selling a dealership, we help you through every step, so you can stay focused on running your business. Knowing your best interests are always our priority. Our commitment to building strong relationships, founded on trust, loyalty, and transparency. These core values drive everything we do, ensuring lasting partnerships and mutual success.

**FROM THE START, OUR MISSION HAS BEEN SIMPLE:  
TO HELP YOU REACH YOUR GOALS BY ALWAYS  
PUTTING YOUR INTERESTS FIRST.**

With a sharp focus on our clients and deep industry experience, we've helped maximize the value of dealerships and investments nationwide. True to our name, Pinnacle is about setting the highest standards, with a proven track record of successfully selling automotive dealerships of all brands nationwide.

**WE'RE NOT JUST HERE TO CLOSE DEALS  
BUT TO BE YOUR TRUSTED PARTNER.**

Our team is dedicated to guiding you and your business toward success with a personalized approach that meets your needs.

**WHEN IT'S TIME TO SELL YOUR DEALERSHIP,  
CONFIDENTIALITY IS OUR TOP PRIORITY.**

We use our extensive network to find the right buyers, while keeping your privacy protected throughout the process.

**NO UPFRONT FEES. SUCCESS-BASED PRICING.**

We only get paid when you do. We represent your side of the deal exclusively—no conflicts of interest. Plus, our engagement agreements are short, simple, and to the point.

Contact us today for a  
confidential consultation.

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