

TONY WOLF

CPA

Advisory Board Member



Tony brings extensive manufacturers side experience with 30 years in Dealership Mergers & Acquisitions, Operations, Automotive Consulting, Financial Statement Analysis, Market Representation, Dealer Diversity Initiatives at FORD Motors Company. He was responsible for:

- Annual S&P Forecasts and Operating Plans
- Dealership Profitability and Process Improvement
- Buy/Sell negotiations and Closing assistance
- Monthly financial reviews
- Balance Sheet and Internal Control audits
- Expense reduction analyses
- Market Penetration Analysis

Tony was responsible for the Market Representation activities in the Southeast Market Area

- Prepare and implement Profit & Process Improvement Program for dealerships
- Analyze and assess the strategic locations for Ford/Lincoln representation in various markets
- Negotiate the closing or consolidation of Ford and Lincoln dealerships
- Implement Minority Dealer Representation Initiative
- Identify qualified dealer candidates
- Assess buy/sells to exercise Right of First Refusal when feasible
- Work closely with the Ford Minority Dealer Association (FMDA) and the National Association of Minority Automobile Dealers (NAMAD)