

The Question, “Should I stay or should I go?”—popularized by The Clash—captures the pivotal decision many new car dealership owners face.

It’s a thought-provoking choice that involves weighing the benefits of holding onto your dealership against the opportunities that come with selling. Here’s a deeper dive into the factors to consider:

Should I Stay or Should I Go?

Staying

The Benefits of Retaining Your Dealership

Continued Income Stream

Owning a dealership provides a steady stream of revenue. The business, if well-managed, can be a significant source of personal income and financial security.



Control and Legacy

Keeping your dealership means you maintain control over its operations, staff, and customer relationships. It also allows you to continue building and preserving your legacy within the community.



Market Potential

The automotive industry is constantly evolving. Staying could mean benefiting from emerging market trends, new vehicle technologies, and increased demand for certain types of vehicles.



Personal Fulfillment

For many owners, their dealership is a source of pride and personal fulfillment. The daily operations and interactions with customers and employees can be deeply rewarding.



Going

The Benefits of Selling Your Dealership



Financial Gain

Selling your dealership can result in a substantial financial windfall, especially if your business is performing well and is in a desirable market. This can provide capital for retirement, new ventures, or personal investments.

1



Reduced Stress & Responsibility

Running a dealership is demanding. Selling can relieve you of the stress and responsibility of daily operations, allowing you to focus on personal interests or other business opportunities.

2



Marketing Timing

The market for buying and selling dealerships can fluctuate. If the current market conditions are favorable, selling now could maximize your return on investment.

3



New Opportunities

Selling your dealership opens the door to new opportunities. Whether it's starting a new business, investing in different sectors, or enjoying more leisure time, the freedom gained can be invaluable.

4

Making the Decision

Deciding whether to stay or go involves a thorough evaluation of your personal goals, financial needs, and market conditions. It's important to:



01

Assess Your Financial Situation

Understand the financial implications of both staying and selling.



02

Evaluate Market Conditions

Consider the current market trends and potential future changes.



04

Consult Experts

Seek advice from financial advisors, industry experts, and peers who have faced similar decisions.



03

Reflect on Personal Goals

What you want to achieve personally and professionally in the next few years.

At Gill Automotive Group, we specialize in helping dealership owners navigate this critical decision. With decades of experience and a deep understanding of the automotive market, we provide insights and support whether you decide to stay and grow your business or sell and move on to new opportunities. Contact us today to explore your options and find the best path forward for your dealership and your future.



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