

LOWERS & ASSOCIATES

INTERNATIONAL RISK MITIGATION PARTNERS



AUTO DEALERSHIP RISK MANAGEMENT SERVICES



EXPERIENCE
THAT COUNTS

AUTO DEALERSHIP RISK MANAGEMENT

Lowers and Associates (L&A) is an independent, internationally recognized provider of risk management and loss prevention services. For the Auto Dealership Industry, L&A offers a complete line of insurance review, risk assessment, audit, compliance, and investigative services, including specialized Network/Information Security and Crime & Fidelity related risk mitigation services. As a risk mitigator, L&A often coordinates with insurance companies and insurance brokers/agents to support the insured in reducing their exposure to business, operational, and technology risks on both a proactive/pre-loss and reactive/post-loss basis.

Sales • Service • Parts / Inventory • Financial • Human Capital • Network / Information Security

PROVEN SOLUTIONS THAT REDUCE INTERNAL AND EXTERNAL RISK

INSURANCE REVIEW

One of the first things we'll help your dealership address is its insurance needs. At L&A, we understand that an insurance program isn't worth much if it doesn't adequately and promptly respond to incidents that affect the business, its bottom line, and your ownership interests. Allow our insurance experts to help you navigate the insurance requirements of your dealership.

LOSS REVIEW & ANALYSIS

In addition to the Insurance Review, our consultants will conduct a Loss Review & Analysis to assess past loss experience. We'll look at all losses – insured and self-insured – as well as those that were reported and not reported. From this review and analysis, our team gains valuation information from which to make insurance program and risk mitigation recommendations.

ONE DAY RISK ASSESSMENT

L&A offers a low cost, one day, on-site risk assessment. Our 'walk through' evaluation examines the nature and extent of physical security, internal controls (operational, financial, and systems), and operational risk exposures. This assessment is designed to set the stage for a broader Enterprise Risk Assessment (ERA) or a more in-depth, detailed review of any particular area of concern.

ENTERPRISE RISK ASSESSMENT

If you are interested in a broader, more comprehensive Enterprise Risk Assessment (ERA), L&A has developed one specifically for Auto Dealerships. Our on-site ERA evaluation provides a more in-depth, detailed review of the dealership – its assets, people, and the way it operates.

At L&A, our holistic approach to risk focuses on the six main areas of dealership operations:

SALES

An L&A risk review/assessment of your Sales & Marketing policies and procedures, can help you gain a better understanding of what's actually taking place on the showroom floor or in your print or on-line advertising.

SERVICE

Top dealers work harder at building customer loyalty. L&A can help you lower your operational risk and help you generate greater interest, traffic, and profitability in your Service Department. We'll help you follow through with your patrons and win customer loyalty.

PARTS/INVENTORY

Although Parts/Inventory lacks a customer-facing component, it can impact your bottom line every bit as much as Sales or Service. Parts/Inventory (including Fixed Assets) represents a significant exposure to loss through shortage, theft, or diversion.

FINANCIAL

Sound Financial Services practices can make all the difference in your bottom line and compliance abilities. No dealership can afford 'paper losses' in today's economy. Regulatory compliance, Accounting, Bookkeeping, and Accounts Payable controls, and incident investigations, designed with an eye toward white collar theft, fraud, and embezzlement, are all part of our Financial Services review.

HUMAN CAPITAL

An ongoing challenge for any dealership is the identification, acquisition, development, and retention of talented people. Now, more than ever, your dealership can ill afford to make poor hiring decisions. L&A can help you improve the overall performance of your workforce with our staff augmentation, interim management, and human capital solutions.

NETWORK/INFORMATION SECURITY

Our services are designed to safeguard digital assets and to mitigate exposure to risk originating from malware and unauthorized access to business critical networks, systems, databases, information, websites, and other entrees to sensitive employee, customer, and dealership information.



PROVEN SOLUTIONS

When the active business partner of a dealership suddenly died, the silent partner was awakened to a wide-range of financial mismanagement that jeopardized the future of the fifty year old franchise. Lowers & Associates responded with an interim CFO, a comprehensive insurance review, and a range of corrective financial actions that saved the business millions of dollars. Today the dealership is on its way to complete recovery and has recently announced a capital improvement program that will change the course of the business for the next fifty years. Experience, innovation, and results make Lowers & Associates the perfect partner to help mitigate risk in your dealership. Visit us on-line or give us a call today!