

Automotive Brokering

What is an Automotive Broker?

A licensed automotive broker is an automotive industry expert who represents you or your company during a new vehicle purchasing or leasing process. The broker's job is to find the vehicle you are interested in and acquire it for you at the most competitive price possible.

How Does it Work?

Using various industry analytical tools and software, the broker conducts extensive vehicle and pricing research to compare multiple vehicles that meet your criteria. As a brokerage we also have leverage and significant buying power to help reduce the vehicles selling price.

Why Use a Broker?

Using a broker saves you time and money. Since all of the leg work and negotiations are handled for you, buying a new vehicle becomes an exciting, pleasant, and stress free experience.

Lockhart Consulting Guarantees

No Additional Costs. No Up-Front Fees

My goal is to get you the vehicle you want at the lowest possible price. I will use my experience, industry connections, and broker purchase power to negotiate a substantially lower rate than what the dealer would grant you. My broker fee will be included in the price of the vehicle, with the savings significantly outweighing it.

Best Price on a New Vehicle

By purchasing hundreds of vehicles per year for my clients I am able to obtain far greater purchasing power than a company that purchases just a few. This affords me a volume pricing discount with the dealers and the manufacturers that a retail or even a fleet client would not be able to get. These savings are passed directly to you.

Outsource to a Professional to Save Time

The average consumer does not have the time or resources to negotiate with multiple dealerships and often ends up settling for a higher price at the closest dealership. By conducting extensive research on your behalf and negotiating with numerous dealers in various geographical markets and delivering the vehicle to your front door I will save you a tremendous amount of time, money, and resources.

Lowest Finance and Leasing Rates

Many lenders view independent businesses as high-risk borrowers, which might make it more challenging for you to get funding at a reasonable rate. Here is where we come in to play: our relationships and volume of business with a variety of banks and leasing companies allow us to generate multiple offers giving you the best financing options.

Expert, Unbiased Advice

As an automotive consultant, I am not affiliated with any manufacturer or dealer. Because of this I am able to offer completely impartial advice. I will study your business and act on your behalf in finding a vehicle that is best suited to meet your needs.

Sean Lockhart

Owner of Lockhart Consulting

Fleet Consulting

The cost of operating a fleet of vehicles can be very substantial. The goal of every company is to have an efficient workforce, save on overhead, and maintain productivity. However, we find that the person assigned with the task of sourcing the new vehicles for the company is often ill equipped to get the best pricing and product due to lack of experience. That is why outsource to a professional fleet broker makes perfect sense. Working with a broker grants you 2 major benefits. First is the buying power. You may have a fleet of 50-100 vehicles and purchase 20 vehicles per year, whereas a fleet broker purchases

hundreds of vehicles per year, granting them significant purchase power with dealers. The second benefit is experience. A broker knows all the ins and outs of the industry, such as which vehicles are of highest quality, which are the best up-fitters, what are the best financing and leasing terms available, and much more.

We use the following strategic approach with new clients:

- Consult with the management team to identify vehicle needs in the company
- Locate the vehicle that meets your needs, is efficient, and reliable
- Obtain multiple offers from dealers and initiate a bidding war for your business
- Research each manufacturer to obtain the best fleet incentives
- Secure the lowest rates for leasing and financing
- Provide timely delivery to your home or office

Our goal is to make the process as seamless as possible, while obtaining the best possible deal and providing solid and unbiased advice, including market conditions, incentives, future values, and more. Having all of the necessary information in hand makes it much easier to make the right decision on your next vehicle.

Commercial Vehicles

Purchasing a commercial truck is a much more complicated process than buying a recreational vehicle. Commercial vehicles have an infinite number of options, transmissions, engines, suspension and gear ratios. Making a mistake on one of these key components can render the new truck useless. We take care of the specifying of all the key components and assisting with selection process. We cover everything from light pickups and vans to suvs and heavy class 8 trucks. We never rush or try to influence you to make a quick decision, instead we take the time to locate the perfect vehicle to get the job done. We have dealers throughout the nation in our inventory pool. With our buying power and experience we are able to get better pricing and often find additional, hidden, incentives for our clients.

Premium Luxury vehicles are the most desired segment in the automotive industry. Like a bespoke suit a premium luxury vehicle is made with higher quality materials and with greater emphasis on style and design. The latest technology, superior performance, and of course the thrill of driving all add to the prestige and joy of owning a premium luxury vehicle.

With all of the new entries offered in this segment it is advantageous to know which vehicles are of the highest quality and will hold the most value for years to come. There are many nuances including life-cycles that affect the cost of ownership. Having an automotive expert working on your behalf can help you make the right decision. Conducting the best market research and negotiating the right way will ultimately lower your costs and help you select a luxury car you will never regret buying.

Pre-Owned and Re-Marketing

Pre-Owned Vehicles

When searching for a Pre-Owned vehicle we use all available resources and scout the market for the very best deals. We compare models and offer you sound advice to make sure you have all of the proper information and get the vehicle you want at the best available price.

Re-Marketing your Trade

If you have a vehicle that you wish to trade-in, we can obtain multiple bids from many independent buyers, including new and pre-owned car dealers. We will search all of the market data to establish the highest value and get you the very best price for your trade-in.

Leasing and Financing

Finance and Leasing Rates

With a wide range of financing and leasing options we can offer the lowest cost of purchase. Having access to all of the Chartered Banks, Manufactures Financial Services, and Leasing Companies allows us to provide the best financial option, regardless of the amount borrowed. Whether you are looking for a small car loan or an entire fleet and equipment financing we are here to help.

Commercial Finance and Leasing

Many lenders view independent businesses as high-risk borrowers which makes it more challenging to obtain financing at a reasonable rate. This is where we come in to play: our relationships and volume of business with a variety of banks and leasing companies allows us to generate multiple offers, granting you the best financing options available.