

HOW TO GET A
DEALER
LICENSE AND
START A
PROFITABLE
USED CAR
BUSINESS

**HOW TO GET A
DEALER LICENSE
AND START A PROFITABLE
USED CAR BUSINESS**

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HOW TO GET YOUR DEALER LICENSE

First, I want to thank you for ordering this manual. You will find it a helpful introduction in starting a used car business. Also, if you have received my other manuals on wholesaling or exporting, you may find duplicate information in each. This is because there are common issues across the three businesses. I wrote the individual manuals as stand alone, so a buyer would not have to read all three if they were interested in just one business plan.

My name is Don Massey and I'm a licensed wholesale dealer in Colorado. I have been involved in buying and selling cars for years. Many people ask me: are you "the" Don Massey? I answer; "Yes I'm THE Don Massy but not that Don Massey." Don Massey is a dealership that has many locations around the country, primarily Cadillac. Sorry to say that's not me!

WHAT YOU'RE ASKING

I find there are generally three different types of interest in buying and selling cars.

First: you want to know how to open a used car lot.

Second: or your interest is in buying and selling a few cars a year as a part time business.

Third: you want to know how can I to go to a wholesale dealer only auction, buy a car and resell it for a profit. You want to know how to get an auction license to get into the dealer only auctions.

Let me clarify something right now. There is NO auction license. Dealer only auctions set the rules for access to their auctions; not your state. A bidder at an auction must have a dealer license to get into the auction. I will cover the details of this access later.

The auctions are for wholesale sales only between dealers, banks and rental or leasing companies. The auctions cannot collect sales tax on the transactions. Dealer only auctions cannot sell cars to the public. They do not have retail dealer licenses. Side note: I see that Manheim Auctions is offering limited public auctions at some of their locations.

