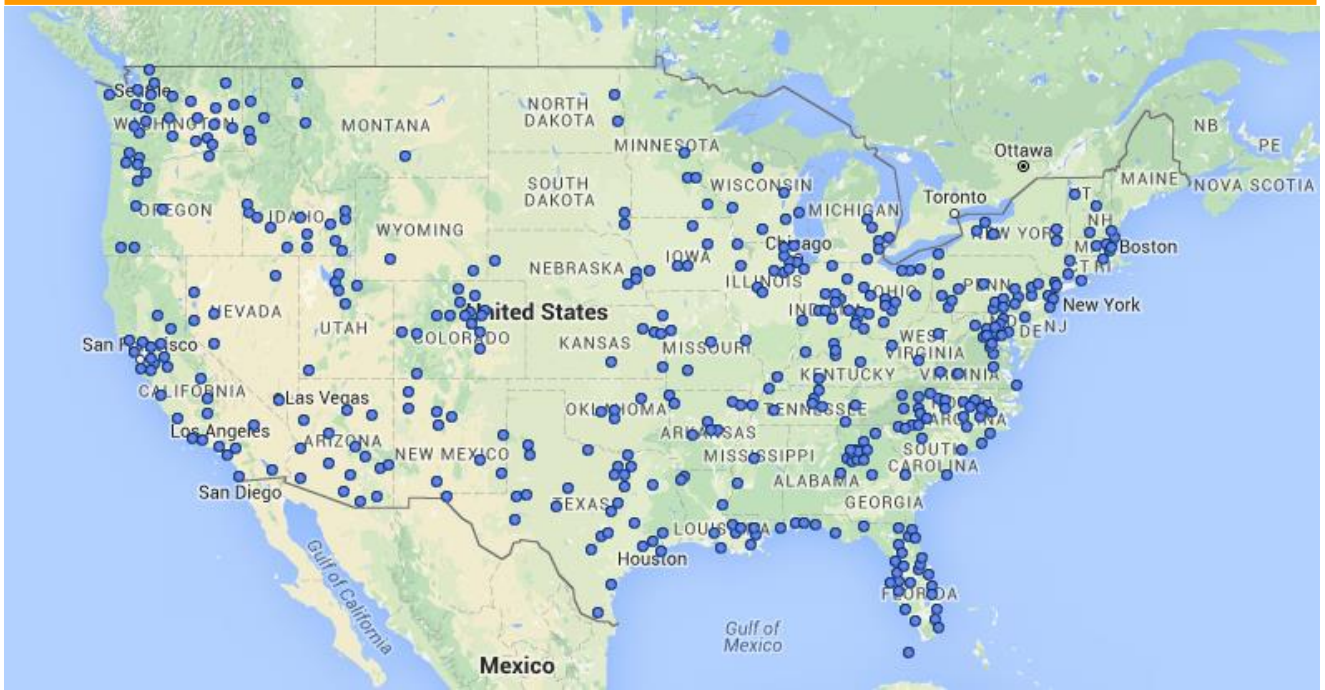




Who is Pivotal Tax Solutions? A company specializing in nationwide state and local tax issues.



We have represented clients in 50 states and over 500 counties nationwide in our 20+ years in business.

Our team has 75+ years of collective state and local tax experience whose former positions have included:

- Deputy assessor
- Tax Director for a fortune 500 company
- Senior tax positions within the former "Big Six" Accounting firms



What Makes Us Different Than Our Competitors? And How Will Our Unyielding Approach Benefit Your Dealership?

One Trustworthy Office



See consistent effort and results by having one team manage your nationwide portfolio.

75+ Years of Experience



You are in good hands with our team of highly experienced property tax consultants.

Multi-Faceted Approach



We not only use multiple appraisal methods for each of your properties but also look deeper into property use classes to find you savings.

Our Track Record



For over 15 years, we have consistently gotten tax reductions for our clients. Ask us for our track record in your county.

Personalized Service



We fly out to meet you in person and physically see your properties!

Our Appeal Ethics



Unlike our competitors, we will look for savings in your whole portfolio, not just the large properties.



Our Specialty Services

Real Property Tax

How we determine the lowest legal value to find you savings:

- Fully examine all approaches to value
- Examine every possible non-traditional factor affecting your property
- Tour each site with your team



Personal Property Tax

How we find you reductions:

- Review and remove retired assets
- Analyze valuation tables and realign assets to ensure maximum depreciation
- Review capacity utilization – compare to national data – determine reasons for obsolescence – negotiate “value in use”



Sales, Use, and Transaction Tax

How we save you money:

- Review AP data for transactions where tax was paid, but taxability falls in “gray areas”
- Examine suspect invoices, comparing specific facts to statutory guidance
- With your approval, pursue vendors for refunds
- Find offsetting overpayments during audits



We Find What Our Competitors Miss

Case Study: Auto Dealership More Than Tripled Its Reductions

- Our client was on the right track and had, for years, been using a cadre of tax consulting firms to manage their real property interests in Arizona and around the country.
- The consultants prior to Pivotal were using a standard industry process to earn reductions, but in the year **prior to Pivotal taking over**; our client's **Arizona properties received no reductions** and, therefore, no savings.
- Pivotal Tax Solutions convinced the client to give us three of their locations in Arizona, and allow Pivotal to appeal the properties that their predecessors appealed the prior year.
- In doing so, **Pivotal was able to earn a total of 20.6% (four times the amount of their predecessors) in reductions on property valuations.**
- Now, **Pivotal had the client's attention and was rewarded with their Nevada and Utah real property interests being entrusted into our care.**
- Again, **Pivotal delivered significant savings from the Nevada and Utah properties, upon appeal.**
- Pivotal reset the bar, and **our client realized that Pivotal, though not the largest, was the most knowledgeable, and capable serving their industry.**
- **We delivered results that the prior firms had been unable to deliver.** Pivotal, consequently, provided our client with that same unmatched support and high level of success in 18 states, and 113 counties.

A Few of Our Auto Dealership Clients

GROUP 1
AUTOMOTIVE®

AutoNation

Since 1910
Sames
Texas' Oldest Dealership

BERKSHIRE HATHAWAY
— AUTOMOTIVE —

FIELDS
AUTO GROUP

RIDENOW
POWERSPORTS

Findlay
AUTOMOTIVE
Hyundai Subaru KIA

South
MOTORS

100K
LARSON.com
AUTOMOTIVE GROUP

Coulter
AUTOMOTIVE GROUP

