



Nancy Phillips Associates Orchestrates Business Acquisition for a California Firm

May 2007 Nancy Phillips Associates of Exeter, NH recently led the successful acquisition of O'Brien Chevrolet-Cadillac in Cathedral City, California, for Jessup Auto Plaza, also of Cathedral City.

Jessup Auto Plaza, a leading Palm Springs-area auto retailer, already retails five brands of General Motors vehicles including Saab, Hummer, Buick, Pontiac and GMC. O'Brien Automotive owns dealerships in California, Florida, Georgia, Illinois and Louisiana.

Andy Jessup, Jr., President of Jessup Auto Plaza, explained, "I hired Nancy Phillips to represent my interests in this complicated transaction because of her expertise in relating with the franchisor, General Motors, and her ability to conduct negotiations. It wasn't as easy as we expected, but we got it done thanks to Nancy and her great team. They kept us calm and focused, and I have no doubt that if not for them, we would not be the full-line General Motors dealership group that we are today."

About Nancy Phillips Associates:

Nancy Phillips provides comprehensive and highly personalized professional brokerage and business valuation services. More than 25 years of industry experience makes Nancy Phillips Associates uniquely qualified to confidentially advise buyers on how to identify and understand their options when considering the sale or acquisition of a business.

For more information, visit www.nancyPhillips.com or call 603-658-0004.