

About Nancy Phillips



As founder and principal of Nancy Phillips Associates, Inc., Nancy Phillips is dedicated to providing comprehensive and highly personalized professional brokerage and valuation services for franchised automobile dealerships throughout the Northeast. Her philosophy is based on integrity and discretion, whether serving clients by comprehensively evaluating their dealership's true market value or representing their interests by orchestrating dealership sales, mergers, or acquisitions.

This commitment combined with Nancy's expert negotiation skills, key industry contacts, and proven record of success has earned Nancy Phillips Associates a reputation as the most respected auto dealership broker in the Northeast. With over a decade of experience appraising and marketing auto dealerships, Nancy is uniquely qualified to confidentially advise dealership principals on identifying their present and future goals and the best options for achieving them.



An astute industry supporter and respected confidante, Ms. Phillips regularly participates in regional and national automotive industry events. She values consistent education for herself and her team regarding industry best practices and also partners with complementary professionals for presentations on industry trends.

Nancy's career includes a wealth of integrated automotive industry experience, including roles as General Manager for a large New York dealership and owner/operator of a New Hampshire dealership. When selling her own dealership Nancy identified a crucial need within the industry for professional and ethical brokerage and valuation services – prompting her to obtain business valuation credentials from the University of New Hampshire. She also studied Sociology at the University of New Hampshire and earned a Marketing Certificate from the University of British Columbia in Canada.

Ms. Phillips is the only automobile dealership broker in New England who holds real estate licenses throughout the New England states. She is a member of the National Association of Certified Valuation Analysts, the International Association of Professional Negotiators and the International Business Brokers Association, Inc. She is a member of the Auto Dealers Association in every New England state and New York, as well as the Women's Automotive Association International.

Nancy was a featured presenter at the 2005 DealersEdge Conference, and is published regularly regarding industry benchmarks. In 2006, Women's Automotive International presented her with a Spirit of Leadership Award, and New Hampshire Business Review presented her with an Excellence in Business Award.

A long-time supporter of children's welfare, Ms. Phillips is a founding member of the New Hampshire Automobile Dealer Association's Charitable Foundation (NHADACF) which funds and administers the "Kids and Company: Together For Safety" program in all public and private elementary schools in New Hampshire. She has served as guardian ad litem for abused and neglected children and is a former Director of Court Appointed Special Advocates of New Hampshire. In 2005, she orchestrated the construction of a summer camp in New Hampshire for at-risk girls between the ages of 9 and 13. She is currently writing a book about her great grandfather, a well-known artist in the world of art glass. Upon her extensive research of his life and art, Nancy has published articles and also presents formal presentations to museums and art preservation societies.

Nancy spends her free time with her family and is an avid athlete involved in swimming, bicycling, tennis and kayaking. She is also a well known collector and authority on Pairpoint Art Glass. She is married to Elliott Berkowitz who is the CEO of Nancy Phillips Associates and the head of the couple's real estate development company. They have a young daughter at home where they reside in Exeter, New Hampshire and three adult children.

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