

## GOOD DEAL CAR SALES

CONSULTANTS: JOYCE BLACK/SSBCI & EGI OAKMAN-BLACK/SBDC

RITA & TOMMY PRESSLEY



### DEALING WITH GROWTH

Rita and Tommy Pressley, owners of Good Deal Car Sales in Florence, SC, were balancing three successful businesses—trucking, real estate and an auto dealership—while generating over \$2 million annually. As the Pressleys expanded their ventures, they encountered challenges related to legal structuring, financing and growth planning. The dealership, in particular, needed additional capital to expand its inventory, streamline operations and shift from buy-here-pay-here transactions to more traditional financed sales. Without clear governance and a well-defined financing strategy, sustaining growth became increasingly difficult.

### BUILDING BEFORE FLYING

The Pressleys had already invested heavily in their businesses—over \$320,000 in the dealership alone—while employing a growing team in both trucking and automotive sales. They wanted to create a long-term family legacy while also strengthening financial health.

They contacted the SC SBDC and quickly connected with consultants Joyce Black (SSBCI program) and Egi Oakman-Black (SBDC program). With help from Joyce and Egi, the couple began exploring options for business restructuring and financing. Their consultants introduced them to attorneys at Turner Padget, who helped them develop a new corporate structure: a holding company with three subsidiary LLCs. “We were building it as we were flying it, and our consultants knew what we’d already accomplished, but also where we were trying to go,” explained Rita. This restructuring improved governance, clarified ownership and prepared the businesses for future investment.

### THE FOUNDATION IS THERE: WE'RE FLYING NOW!

Black and Oakman-Black identified the State Small Business Credit Initiative (SSBCI) as the right vehicle to support the Pressleys’ financial/growth goals. The pair of consultants worked alongside the Pressleys, with Joyce helping to prepare loan packages, connect them with lending partners and review a financial strategy for loan consolidation. Egi worked with them to refine operations and develop strategies for dealership expansion. With SSBCI technical assistance, Good Deal Car Sales not only improved its legal and financial foundation but also positioned itself for scalable growth. By mid-2025, the business reported an increase in sales of nearly \$100,000, a \$72,600 owner investment, two new full-time hires and one additional part-time employee and three jobs retained. Most importantly, the company is now better structured to sustain growth and continue contributing to the Florence economy. They currently are working on expanding to a new location and will be seeking SSBCI funding.



**“Visit the SC SBDC – they are experts who have done it themselves and can help you identify best practices to move your business forward.”**

**- Rita and Tommy Pressley  
Owners, Good Deal Car Sales**

### SERVICES PROVIDED:

- Legal Assistance
- Financial Planning
- Operations Assistance
- Loan Applications Assistance