



**Global Growth Partners**  
STRATEGIC THINKING, GLOBAL ADVISORY

**FOR IMMEDIATE RELEASE**

**FOR MORE INFORMATION:**

Global Growth Partners  
Tel: (704) 438-9930 (USA)  
Tel: +44(0)20 7979 7730 (UK)  
info@globalgrowthpartners.com

**GLOBAL GROWTH PARTNERS ADVISES ONE OF THE PIONEERS  
OF FINANCE & INSURANCE PRODUCTS, SERVICES & CONSULTING, AUTOMOTIVE  
DEVELOPMENT GROUP, IN ITS SALE TO ZABEL CAPITAL**

*GGP Facilitates the Sale of Automotive Development Group to Zabel Capital*

**Charlotte, N.C. – Mar. 12, 2014** – Global Growth Partners (“GGP”) is proud to announce the acquisition of Automotive Development Group, Inc. (“ADG”) of Mooresville, NC by private investment group Zabel Capital based in Charlotte, NC.

As one of the pioneers in the industry, Don and Peggy Dimperio built ADG into one of the largest management consulting firms to automotive dealers in the country, providing an innovative suite of Finance and Insurance (“F&I”) products along with the most comprehensive and effective sales training available. The Company supports dealer F&I departments throughout North Carolina, South Carolina, Northern Virginia and Maryland with a diverse portfolio of products including vehicle service contracts, chemical warranties, GAP insurance and various other F&I products. After 22 years the founders and the employee-owned ESOP exited the company by selling their stake in ADG to the management team and Zabel Capital.



AUTOMOTIVE  
Development Group

***Has Been Acquired By***



***The undersigned acted as the  
exclusive financial advisor to  
Automotive Development Group, Inc.***



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“When the time comes to step away as an owner it’s deeply emotional and you want to make sure you hand a Company you built from scratch to the right partner and that it’s also the right deal. Global Growth Partners was deliberate, hands-on and instrumental in finding us that partner and the ideal situation,” commented Don Dimperio. “Their persistence and dedication paid off for everyone involved.”

“The ADG/Zabel Capital transaction is a perfect example of how many business owners approaching retirement face a dilemma as they attempt to find the optimal scenario in exiting a business they have grown through blood, sweat and tears,” stated Jason Patterson, Global Growth Partners’ Managing Director. “Most times it is a very difficult decision in transitioning away from something they have built and shaped their lives around for a number of years, it’s a very emotional time for business owners and we try to assist them in securing that right partner, scenario and the transition.”

Given Global Growth Partners' expertise in working closely with business owners in assisting them in preparing and executing both growth and exit strategies, it continues to actively partner with middle market management teams and business owners who seek execution excellence. Global Growth Partners works with middle-market companies to assess and execute strategic mandates associated with raising capital for growth opportunities, buy-side and sell-side mergers and acquisitions, unlocking stockholder value, exit strategies and shareholder liquidity. For more information visit [www.globalgrowthpartners.com](http://www.globalgrowthpartners.com), or call 704-438-9930. GGP looks forward to making your transaction a reality.

### **About Automotive Development Group**

Founded in 1992 and based in Mooresville, NC, Automotive Development Group ("ADG") is a provider of consulting and compliance services and finance and insurance related products to automobile dealerships. ADG's market leading offering includes sales training and human resources development, compliance training, vehicle service contracts, guaranteed asset protection plans, chemical warranties, tire and wheel protection plans and prepaid maintenance plans. For more information, visit [www.adgonline.net](http://www.adgonline.net).

### **About Zabel Capital**

Zabel Capital ("Zabel") is a private investment firm dedicated to partnering with management teams to invest in and build private companies over the long-term (5 to 15 years). Whether through a buyout, recapitalization, or injection of growth capital, Zabel's strategy is to work closely with management to steadily grow businesses and build value for all parties involved. Zabel does not limit its investment activity by industry or geography, but rather focuses on the fit with management and the opportunities to grow a business. The Zabel team has a hands-on and collaborative style built through years of working in close partnership with management teams and owners and delivering value added resources to lower middle market companies. For more information, visit [www.zabelcapital.com](http://www.zabelcapital.com).

### **About Global Growth Partners**

Global Growth Partners ("GGP") is a full service boutique investment banking firm providing hands on strategic advisory services including mergers and acquisitions (buy-side and sell-side), capital raising services (debt, minority and majority equity and hybrid forms of capital), strategic alternatives, business valuations and consulting to middle market clients and entrepreneurs. With a rich global network and expansive reach, GGP delivers boutique advisory and consulting services on a bespoke individual level. No company or business strategy is the same; successful execution requires "hands-on" attention that is not attainable in larger organizations. Crafting and executing growth and exit strategies requires insight, knowledge, proprietary networks, expertise and processes, which are time tested. GGP spearheads these strategies by providing thought leadership, strategy development, implementation and professionalism throughout the process. For more information, visit [www.globalgrowthpartners.com](http://www.globalgrowthpartners.com)

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