



MIKE WARD AUTOMOTIVE:

A Case Study In Believing In More Than The Bottom Line.



Mike Ward, Dealer Principal at Mike Ward Automotive

Mike Ward Automotive At A Glance:

Automotive Dealership, Highlands Ranch

130 Employees | 5 Luxury Brands

Infiniti | Maserati | Alfa Romeo | Fiat | McLaren

It takes vision and courage to step outside of what's known and forge a new road to success. Especially during a challenging economic time. Yet, that was exactly Mike Ward's ambition when he decided to move his recently acquired Infiniti dealership from downtown Denver to the developing suburb of Highlands Ranch shortly after the 2008 recession.

Looking over a tract of undeveloped land, he instinctively knew that not only could he build a successful dealership, he could play a key role in the economic development and growth of this burgeoning community. But he needed a partner. One who could provide him with the financial horsepower necessary to turn his vision into reality.

Beyond the Bottom Line.

Enter BOK Financial, a local bank with their finger on the pulse of the Denver market and surrounding communities—backed by the strength of a regional, multi-billion dollar financial institution. They not only took the time to listen to Mike's business plan and goals, they focused on getting to know Mike, the person.

Where other national banks looked more at the black and white financials, BOK Financial took into consideration Mike's reputation as an operator. It wasn't just about investing in a business, it was about investing in Mike and what he could do for the community. That's the kind of understanding you can only get from a local bank that focuses on building partnerships, not just the bottom line.



Build It, They Will Come.

The first project to bring to life was the construction of his new Infiniti dealership. With the land use already negotiated, BOK Financial provided financing through a commercial construction loan. The dealership operation was an instant success, ready for an expansion just two years later in 2013.

Having planted his stake firmly in the ground, and with the popular support of the community, Mike was ready to take his dealership to the next level, bringing in four new automobile brands to include the ultra-exotic McLaren line of sports cars.

This meant the construction of two more dealership buildings

with a construction cost of almost \$12 million. Once again, BOK Financial was there for Mike, to help him continue to grow and further his vision.

Today, BOK Financial continues to provide Mike Ward Automotive other banking products such as treasury services, deposits, fraud protection as well as oversee certain aspects of Mike's own personal financial needs.



So, what does the future hold? With Mike in the driver's seat and BOK Financial happily riding shotgun, the road ahead is wide open to infinite possibilities.

To see and hear this story in Mike's own words, visit: www.bokfinancial.com/MikeWard



Infiniti is a registered trademark of Nissan Motor Co. Maserati is a registered trademark of Maserati S.P.A. Corporation. Fiat is a registered trademark of Fiat Chrysler Automobiles (FCA). McLaren is a registered trademark of McLaren. ALFA ROMEO is a registered trademark of FCA Group Marketing S.p.A.

BOK Financial® is a trademark of BOKF, NA. Member FDIC. Equal Housing Lender  ©2020 BOKF, NA.