

Mark Timperley

Regional Training Director

Automotive Development Group



Who has been your greatest mentor and why?

I'm fortunate to have had many amazing mentors in my life, but two really stand out: The first is my father, Philip Timperley. He taught me to always work incredibly hard and yet make sure to balance your career with your family life. He also taught me to treat everybody with respect and be prepared to dive in and do any job within whatever organization you work for. If you expect your employees to do something, you should be prepared to do that same thing too. Still to this day, he is the most incredible businessperson I have ever been around. The second is the founder and President of ADG, Joel Kansanback. He trained me in as an F&I manager 13 years ago and has taught me so much about the agency side of our industry. Joel has taught me to always do business the right way, even if it means saying "No" to certain dealerships. He gave me an opportunity to get out of the retail side of the auto industry and into the agency side, and for that opportunity, I will forever be grateful.

What advice would you give young people entering the industry?

The automotive industry is a vibrant and very exciting industry to enter into. It can be extremely challenging and rewarding at the

same time. The best advice I can give is to work harder than anyone else around you, never give up and concede early on that you will never know it all.

What do you like to do in your time off?

I love spending time with my amazing family. I have an angel of a wife, Angie, to whom I have been married for 15 years. We have two incredible daughters, Bronwyn, 13, and Teagan, 10. Both girls are very serious about volleyball and, from August to June, we literally spend every weekend watching them play in tournaments all around the country. We love every minute of it!

