

Biography of Regan DiCarlo



Regan DiCarlo is the Owner/Operator of RAD Auto Shop, a Pittsburgh, PA, auto dealership specializing in selling used automobiles at price points to meet the needs of a broader range of car buyers. He has always loved cars, and owning his auto service and dealership business has allowed him to give back to his community.

As a locally owned and operated auto dealer, he strives to be the best car salesman in the community by offering a high-quality inventory of used vehicles at competitive prices. He and his staff always emphasize customer service and pricing transparency to help as many individuals and families as possible have an opportunity to own reliable transportation.

Both a successful entrepreneur and an avid outdoorsman, he has reaped the financial rewards of running RAD Auto Shop while remaining flexible enough to remain a supportive

member of his close-knit family and pursue his passions for golf, downhill skiing, and cooking.

Vision for RAD Auto Shop

Of all the satisfactions in Regan DiCarlo's life, he is most proud of his car business, which has continued to see increasing customer volume, inventory, and sales. Early on, he offered various used automobiles in good condition, ranging from \$3,000 to \$20,000. In this category, he knows he can help many potential car buyers that traditional auto dealerships tend to overlook. These include college students, families looking for a second vehicle, people with little or no credit history, and even those on a fixed income, like seniors and people with disabilities.

A Customer-Focused Car Dealership

He understands the true importance of a vehicle for prospective buyers. Most families will likely make the most significant investment, second only to buying a home. He dispels the old myths plaguing car dealerships and prioritizes being as transparent as possible concerning his inventory of used vehicles, costs, and fees. He enjoys cultivating relationships with new customers and appreciates the repeat business and customer referrals RAD Auto Shop enjoys.

The highlight of his sales day is when he can demonstrate to his customers the new technology and functionality available in modern automobiles. These include advanced safety features, heads-up displays with touchscreen features, and intelligent sensors that do everything from monitoring the car's tire pressure to avoiding road obstructions and pedestrians. You can even vertically park your vehicle hands-free.

Selling Cars the Right Way

Regan DiCarlo knows there are many ways to run a business, but there are fewer ways to run a business correctly. He established this concept early on and determined that if his company were successful, it would be due to selling cars correctly. After deciding to focus on the low to mid-level car buyers market, he collected an inventory to supply dependable vehicles to the community.

He then ensures he communicates with each customer to identify what they need in a used vehicle. He is often motivated to find his clients a used car that exceeds their value and features expectations. Every used auto dealer will have to deal with the challenges of vehicles that may have hidden mechanical issues, or manufacturer recalls. Investigating and resolving these grievances are part of selling cars the RAD way!

He also stays current on auto industry trends, which include times when the demand for used cars is extremely high due to supply chain or auto manufacturer problems that affect the delivery of new autos. He is always working hard to find new purchasing channels to keep a good inventory of used cars for his customers and to remain competitive against the burgeoning online car dealership markets.

Personal Life

Regan DiCarlo has many hobbies and enjoys outdoor sports and adventures shared with his family and friends. He believes that staying active and engaged in all parts of life is critical to managing stress, especially in a business where competition for a limited and local market share can be unrelenting. Even more than the physical and mental benefits of an active lifestyle, he has noticed that being outdoors makes him a happier person and allows him to maintain a positive mood.

One of his greatest pleasures is playing golf with his entire family, especially when he and his father can play golf together. Regan's father, who is challenged with MS and has special needs, loves golf outings with his son. The two of them have developed unique strategies, including laughing and joking the entire time while he drives his father to each hole and pitches in to help whenever needed. Likely, his father's inspirational story of a positive attitude and a resilient spirit in the face of a chronically debilitating disease drives him to always do his best with God's gifts.

He also has a passion for traveling and skiing. He and his family have enjoyed many trips to ski the mountain slopes in Vail, CO, and he attributes his fearless attitude in business to some of his downhill skiing experiences where he successfully overcame the fear of speed, falling, or hitting an obstacle. Today, Regan DiCarlo still spends much time with his close family, often sharing cooking duties with his mother, who has taught him how to prepare many of their family's signature recipes.