



"Service to Sales" Program :: Onsite Sales Leads

Dealership Benefits

- 1** Sells more vehicles each month
- 2** Brings in beautiful "trade-in" vehicles and restocks your used car department each month
- 3** Creates more gross profit for the dealership each month
- 4** Increases lease penetration
(A lease customer buys 2.5 more vehicles than a customer who finances)
- 5** Every department in the dealership is getting work
(sales, finance, service, mechanics)
- 6** Builds and maintains relationships with your customers
- 7** Builds retention. When a customer buys a vehicle in service, they will return due to their pleasant buying experience
- 8** Ensures salespeople follow up with their customers
- 9** Helps the dealership "own a customer"
- 10** Packs, which is an added fee from the dealership, are implemented on the new and trade-in vehicles
- 11** Documentation fees are acquired on both new and trade-in vehicles
- 12** Unites the sales and service departments
- 13** Sales team sell more vehicles, sales managers receive higher bonuses, used car managers save on vehicles, and finance managers, service writers, service technicians all get more work