

Road To The Sale

1. MEET & GREET
2. FACT FINDING
3. Selling Evaluation – TRADE
4. SELL From STOCK | T.O. – Log Info CRM
5. Presentation & Demonstration
6. Set The Stage – VERBAL COMMITMENT
7. WRITE-UP | 2 C's – Approach The Desk
8. NEGOTIATIONS – F&I Intro
9. T.O. MANAGER – Exit Interview
10. FOLLOW UP – Prospect