

Showroom Visit Reward Promotion

Customer Name _____
Phone _____
Email _____
Text _____



Trade-in __yes or __no or __ maybe
Make _____
Model _____
Miles _____
Condition _____
Pmt/mo _____
Amt Owed _____



Step1 Q: Can I speak to _____? This is _____ calling from _____ dealer.

Step2 Q: Did I catch you at a good time?

Step3 Q: I am calling about your internet purchase request. It says you are looking for a _____ with these options: _____

Step4 Q: Also says you want a _____ color - correct? Do you have a 2nd choice? _____

Comment: Great news - we have/can locate this vehicle!

Step5 Q: Have you ever purchased a vehicle Online before?

Step6 Q: What were you hoping to accomplish by shopping Online?

- | | | | |
|--------------------|------------------------|---------------------------|-----------------------|
| a. Price | b. Availability | c. No Sales People | |
| d. Trade-in | e. Credit | f. Research | g. Convenience |

Step7 Q: Besides (price - above), what else is important to you for purchasing a vehicle?
(list here) _____

Q: So let me confirm; price and availability are the most important items for you to decide where to buy - correct?

Step8 Value Package - Why buy from us?

Step9 How does that sound? Let's get you scheduled for a visit... What date/time works best?

Step10 I have some special news; with your appointment, you qualify for our "Showroom Visit" promotion! You receive a \$20 Amazon Reward when you visit - no purchase; just complete our reward calendar and you are done! May I send this to you by email or text?

