



Turn Prospects into Customers

Sales and F&I Solutions for POWER

U.S.

Capture and retain vital prospect information, track each step of the sales process, and effectively manage sales personnel with Sales Prospect Control.

Prospect to Close

Carefully manage the entire sales process from the moment a prospect walks on your lot until you close the sale. Sales Prospect Control helps you:

- Access all key data in real time. Start a deal or run a credit inquiry without having to re-enter information or wait for a nightly update.
- Complete a sale faster with signature-ready buyer's orders that automatically update your POWER F&I software and reduce the time required in the back end of the deal.
- Get a better idea of each salesperson's effectiveness by establishing sales objectives beyond just closing ratios, for each step of the selling cycle.
- Keep all your prospect data regardless of turnover in your sales staff.

Subject	Task Type	Action Needed	Status	Owner	Due Date	Add Date
Follow-Up After 021 Days: ARAGON, MARTHA	Follow Up for Referral		Not Started	PHILLIMA	06/30/2009	06/30/2009
Follow-Up After 021 Days: BELMONTE, ...	Follow Up for Referral		Not Started	PHILLIMA	07/08/2009	07/08/2009
Follow-Up After 007 Days: WASSERMA...	Follow Up for Referral		Not Started	PHILLIMA	07/08/2009	07/08/2009
Contact Prev 48 Months: PAGAN, PETER	Contact Previous Buyers		Not Started	PHILLIMA	07/06/2009	06/05/2009
Contact Prev 48 Months: WILSON, PAM	Contact Previous Buyers		Not Started	PHILLIMA	07/08/2009	06/07/2009
Contact Prev 48 Months: PAUL BLANCH	Contact Previous Buyers		Not Started	PHILLIMA	07/11/2009	06/10/2009
Contact Prev 48 Months: MARTINEZ, M...	Contact Previous Buyers		Not Started	PHILLIMA	07/13/2009	06/12/2009
Contact Prev 48 Months: TODD, STEVEN	Contact Previous Buyers		Not Started	PHILLIMA	07/13/2009	06/12/2009
Contact Prev 48 Months: GARCIA, VALE	Contact Previous Buyers		Not Started	PHILLIMA	07/16/2009	06/15/2009
Contact Prev 48 Months: SELLERS, MA...	Contact Previous Buyers		Not Started	PHILLIMA	07/16/2009	06/15/2009

Type	Contact Date	Template	Duration	Estn	Subject
Task	07/01/09 00:00:00	Deal's Last Month			Deal Last Month: 00331203 - ARAGON, MARTHA
Task	06/30/09 00:00:00	Follow-up for Referrals			Follow-Up After 021 Days: ARAGON, MARTHA

Prospect Information:

Deal: 00331203 Driver: 000943158 Notes

ARAGON, MARTHA

Home: (407) 555-3041 Cell: (407) 555-1747

MANAGONGQUINIVERSALCOMPUTERSYS.COM

Original Salesperson: 044 SLSP, OPEN Service Revenue: 5297

Vehicle From Deal: 2009 FORD FOCUS SE Payoff Date: 06/09/2014 Amount: 16750.53

See current outstanding tasks at a glance in the Daily Work Plan screen.

