

## Some Basic Things You Need To Succeed

Rating: 1 = Poor 10 = Consistently Good

Rating

|  |      | What needs to happen for you |
|--|------|------------------------------|
|  | Text | to be a <b>'10'</b>          |
|  |      |                              |
| Maintain a positive and enthusiastic attitude.   |      |                              |
| Learn from the best. Copy the stars who work around you.   |      |                              |
| Section 11 and 12 and 1 |      |                              |
| Sell for gross and target high closing rates.  |      |                              |
|  |      |                              |
| Always, keep an open mind and learn.   |      |                              |
| Follow-up customers religiously.   |      |                              |
| , ,  |      |                              |
| Keep accurate traffic and customer records.  |      |                              |
| A notantial austaman is your most important asset  |      |                              |
| A potential customer is your most important asset. Yesterday's leads are today's deals.  |      |                              |
| rooter day o todao at o today o dodio.   |      |                              |
| Learn and understand your dealership's priorities, procedures  |      |                              |
| and paperwork.   |      |                              |
| Kaan ahmaad af madal maadust ahanaaa. Thia industrusia   |      |                              |
| Keep abreast of model product changes. This industry is always changing.   |      |                              |
|  |      |                              |
| Learn about your dealership or group. Sell your history and  |      |                              |
| buying power strongly.   |      |                              |
| Learn to manage your time and priorities. An organised seller  |      |                              |
| sells more.  |      |                              |
|  |      |                              |
| Be a self-starter. Your speed controls your success.   |      |                              |
| Almost lealest improve Departition Address and Control   |      |                              |
| Always look to improve. Be positive. Ask yourself what went right, what went wrong, and how can you do better next time?   |      |                              |
| inghi, mar well wrong, and now can you do better flex! Illies  |      |                              |
| Above all, enjoy the challenge.  |      |                              |
|  |      |                              |