

Some **Basic** Things You Need To Succeed

Rating: 1 = Poor 10 = Consistently Good

	Rating 1 - 10	What needs to happen for you to be a '10'
	Text	
Maintain a positive and enthusiastic attitude.		
Learn from the best. Copy the stars who work around you.		
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 potential customer is your most important asset. Yesterday's leads are today's deals.		
Learn and understand your dealership's priorities, procedures and paperwork.		
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.		
Always look to improve. Be positive. Ask yourself what went right, what went wrong, and how can you do better next time?		
Above all, enjoy the challenge.		