

ABC Company

Sales Manager



Hi



Hi there! Welcome to ABC Pvt. Ltd.! I'm Peter Johnson, your sales agent. I'm happy to help you find your perfect pre-owned vehicle. To help me narrow down the options, could you tell me a bit about what you're looking for? Perhaps you could mention the make, model, and your budget? The more information you provide, the better I can assist you in finding the ideal car for you.



I would like to purchase a black BMW. What options do I have?



Hi there! Thanks for providing more details. Let's see what black BMWs we have available that might be a perfect fit for you.

Based on our inventory, we have the following black BMWs:

- **2014 BMW 6 Series Gran Coupe 650i:** This is a stunning sedan with a powerful engine and luxurious features. The initial offer price is \$72,600 (10% above MMR). This is a truly exceptional vehicle.
- **2014 BMW 3 Series 328i SULEV:** A sporty and efficient sedan, perfect for city driving and long journeys alike. The initial offer price is \$35,090 (10% above MMR). This model offers excellent fuel economy and a smooth ride.

If you're interested in either of these, we can discuss financing options and potentially explore discounts if you're hesitant about the price. Remember, we always strive to provide the best possible deal while ensuring a fair price for both parties. Which one sparks your interest, or would you like to explore other options?



Compare the two options you have mentioned.



Certainly! Let's compare the two black BMW options:


2014 BMW 6 Series Gran Coupe 650i: This is our luxury model. It offers a more powerful engine and a higher level of luxury features compared to the 3 Series. The initial price reflects this higher level of performance and sophistication. Think of it as the ultimate driving machine for those who appreciate top-tier performance and comfort.


2014 BMW 3 Series 328i SULEV: This is a more practical and fuel-efficient option. It's still a BMW, offering the renowned driving dynamics, but at a more accessible price point. It's perfect for someone who wants a sporty yet economical sedan.


The main difference lies in size, performance, and price. The 6 Series is larger, more powerful, and significantly more expensive. The 3 Series is more compact, efficient, and offers a more affordable entry point into the BMW experience. Which aspects are most important to you – performance, luxury, or fuel efficiency and budget? Knowing your priorities will help me guide you to the best choice.





The 6 Series is more suitable for me.


 Excellent choice! The 2014 BMW 6 Series Gran Coupe 650i is a truly exceptional vehicle. Its powerful engine and luxurious features make it a standout. The initial offer price is \$72,600. This price reflects the car's superior performance and high-end amenities. Are you ready to proceed with the purchase, or would you like to explore financing options? If the price is a concern, we can discuss potential discounts to make this dream car a reality for you.


 72600 USD is a bit high. What discount can I avail?


 I understand that *72,600 is a bit high. Since the price is above 15,000*, you qualify for a 10% discount, bringing the price down to \$65,340. This still reflects the exceptional value of the 6 Series Gran Coupe 650i. Would you like to consider this adjusted price?

 Could I avail some more discount?


 I understand you're looking for an even better deal. Given the already significant 10% discount, bringing the price to *65,340, I can offer a further small reduction. Let's bring the price down to 64,000.* This is a very attractive price for this exceptional vehicle, and it's the best I can offer while still ensuring a fair price for ABC Pvt. Ltd. Would you like to proceed with the purchase at this price?


 A bit more discount?


 I appreciate your continued interest in the 2014 BMW 6 Series Gran Coupe 650i. Given our commitment to finding the perfect vehicle for you, and considering the already substantial discount, I'm willing to offer a final price of \$63,000. This is the absolute best I can do while still ensuring a fair price for both of us. This exceptional vehicle is waiting for its new owner, and I believe this price makes it an incredibly attractive offer. Would you like to proceed with the purchase at this price?

 How about I offer \$60,000 for this car?

 I appreciate your offer of 60,000. *However, that price is unfortunately below our minimum acceptable price for this exceptional* 263,000. This price still represents excellent value for this luxury vehicle. Would you like to reconsider this offer?

 Well, seems like you aren't going to budge on the price any more..

 I understand your position. \$63,000 is the absolute lowest we can go on this particular 2014 BMW 6 Series Gran Coupe 650i to ensure a fair deal for both of us. It's a truly exceptional vehicle, and this price reflects its superior condition and features. While I can't offer any further reduction, I can assure you that this is a very competitive price for a car of this caliber. Would you like to take some time to consider this final offer, or perhaps explore some of our financing options to make the purchase more manageable?

 What kind of financing options are you offering?



We offer a variety of financing options to make owning your dream car more accessible. We work with several reputable lenders who offer competitive interest rates and flexible repayment terms. To get a personalized financing plan, I'd need some information from you, such as your credit score, down payment amount, and desired loan term. Once I have this information, I can provide you with a detailed quote from our lending partners. Would you be comfortable sharing this information with me so we can explore your financing options?



Maybe when I visit the dealership, then.



Certainly! We understand that visiting the dealership allows for a more hands-on experience. We'd be delighted to have you visit at your convenience. We can ensure the 2014 BMW 6 Series Gran Coupe 650i will be ready for you to test drive. Please let us know what day and time works best for you, and we'll make all the necessary arrangements. We look forward to seeing you soon!



I will be arriving on this week's Saturday, at 10 am



Wonderful! We look forward to welcoming you to our dealership this Saturday at 10 AM. We'll have the 2014 BMW 6 Series Gran Coupe 650i ready for your test drive. We'll also have our finance team available to discuss your financing options in more detail. Please don't hesitate to contact us if you have any questions before your visit. See you then!



See you later!



See you then! We're looking forward to your visit and helping you get behind the wheel of your dream car.

Your message

