

Pre-presentation Questions:

How do you currently search for cars when a customer wants a car that is not on your lot?

How many resources do you have to find that car?

How long does that process take?

How often do potential customers walk off the lot?

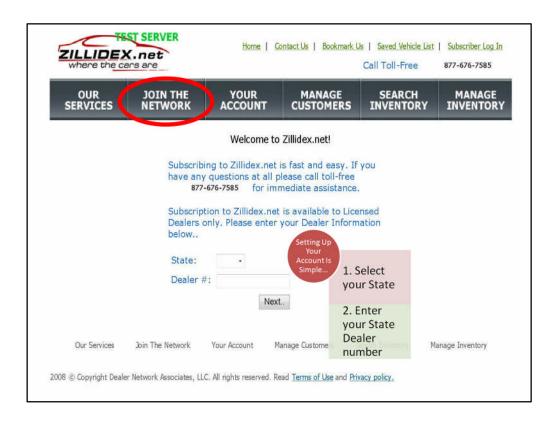
Once a potential customer does walk off the lot how do you keep track of them and still try to close the business?

How many of the "be backs "actually come back?

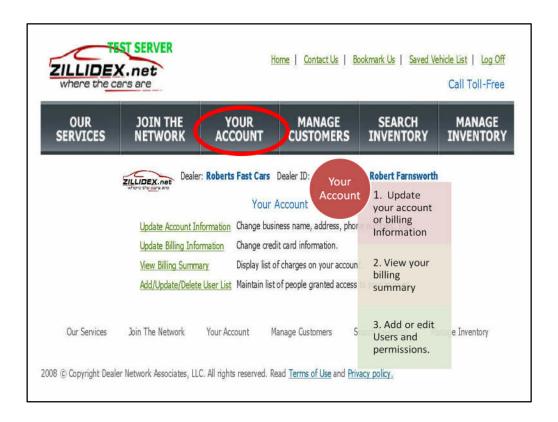
Tell the Zillidex Story – Jason's search for a Yukon....

I was looking to buy a newer Yukon and was searching online just as most consumers do now days. The selection I had to choose from was very weak. I was certain there were more pewter Yukon's or Tahoe's then what was showing up on the couple of websites I had been searching on. I called a friend of mine that is a dealer and asked if they could find one for me, they told me they could and to give them a few days. After a few weeks went by they were still unable (or unmotivated) to find what I was looking for. I really do not believe it was a rare car. I did eventually find one at a dealer other than my friends lot. I called him and told him where it was and asked him to buy from them and I would buy it from him. He told me he didn't really know the other dealer and couldn't get it. I ended up not buying one at all, just kept driving my old one.

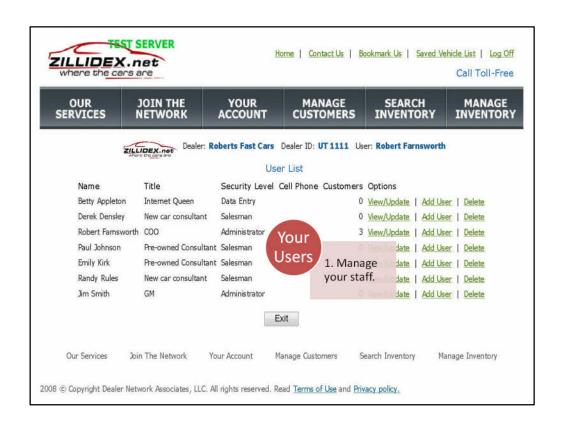
I thought at the time it would be great if there was a web site that the dealers put all of their inventory on rather that just a few it would be very beneficial to the consumer. I decided to develop such a site, one price, all of the cars. Most sites charge by the car or blocks of cars, this discourages dealers from putting all of their cars on it. And what if, the dealers could look at it and get inventory for the customers they have looking for specific cars. That is when the concept started to form and that's why we are here today...

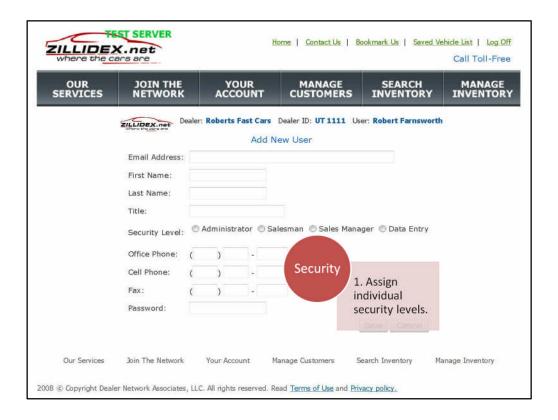


Setting up your Zillidex account literally takes minutes. Simply select your state and enter your Dealer # and edit or update all of your company information.

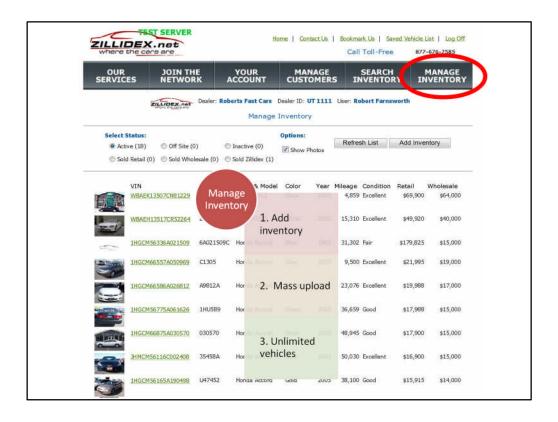


The Your Account tab allows you to make changes, add/manage users, check billing and any other account related functions.

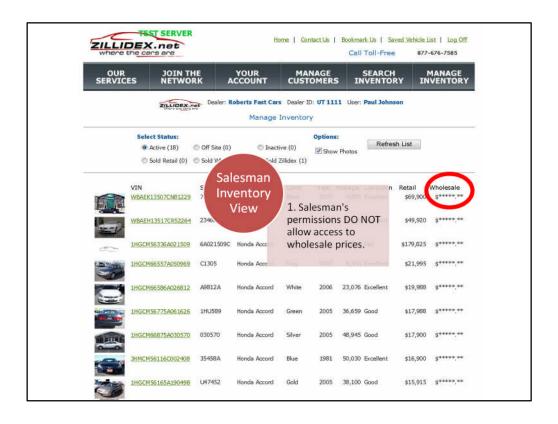




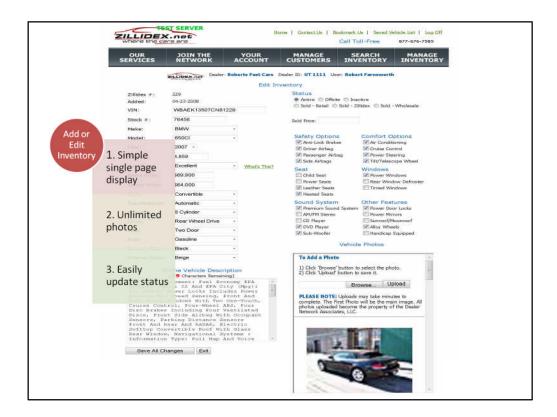
Zillidex allows the administrator to set rights and permissions for each user, un authorized users cannot see other dealer information or any wholesale price.



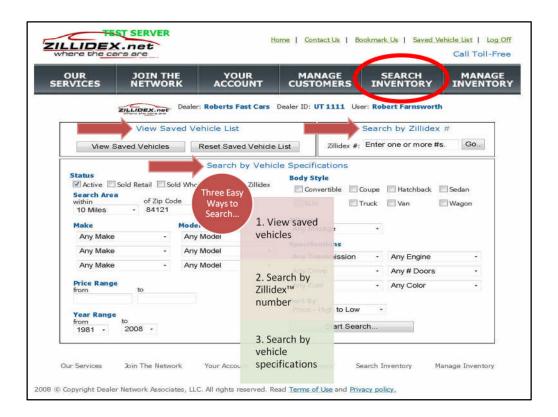
This tab is where you will manage your inventory. Cars can be added to the database one at a time or with a mass upload. There is no limit to the number of cars that you add. Only authorized users will be able to use this function.



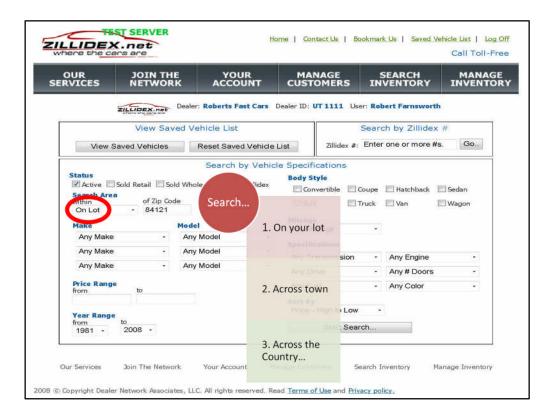
Sales view of inventory – notice there is no wholesale price displayed.



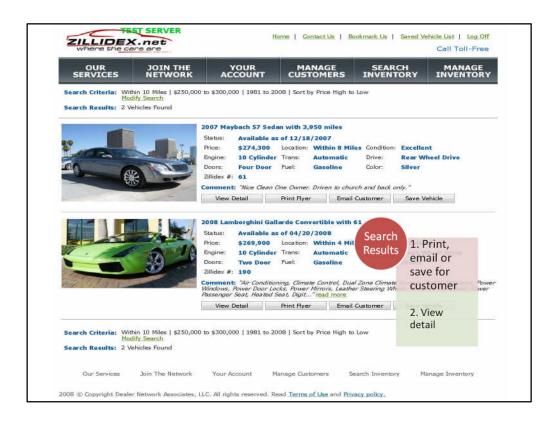
The upload inventory screen allows you to add and make changes to inventory either as its status changes or as new photos become available. There is no limit to the number of photos that can be added.



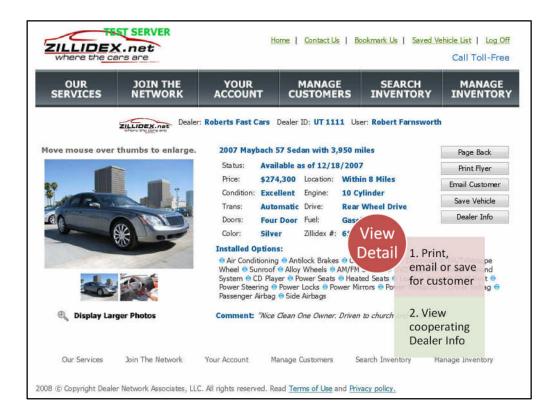
The search inventory feature allows sales as well as administrators to search for cars quickly and easily. Simply type in the Zillidex # or the vehicle specifications and you will have the results within seconds. In addition you can look at your saved vehicle list (favorites) from this screen.



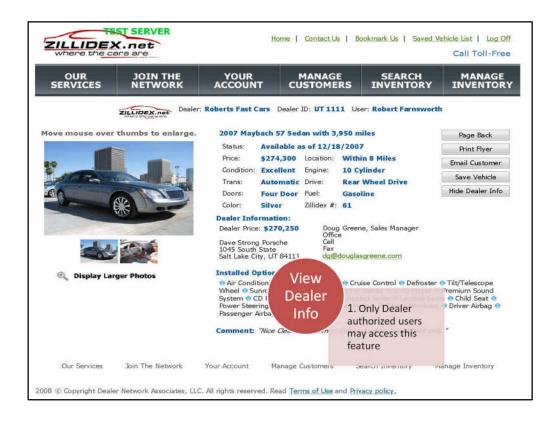
The search inventory function allows you to search first on your own lot, in the local area, or nationally if needed.



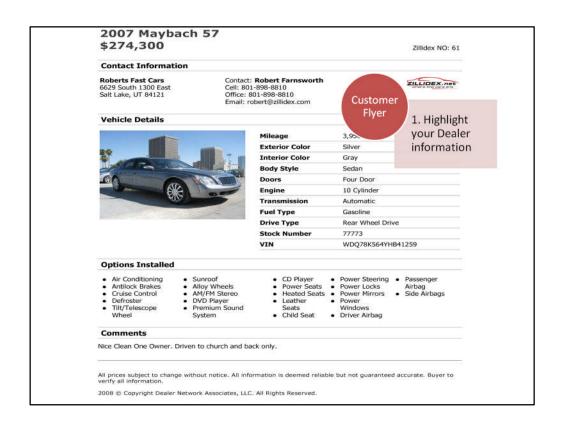
Once you have the results you have the ability to print a flyer for the customer, send them an e-mail linking them to a vehicle that matches their needs, or save the vehicle to your saved vehicles list. To see more detail on a specific vehicle click the view detail button.



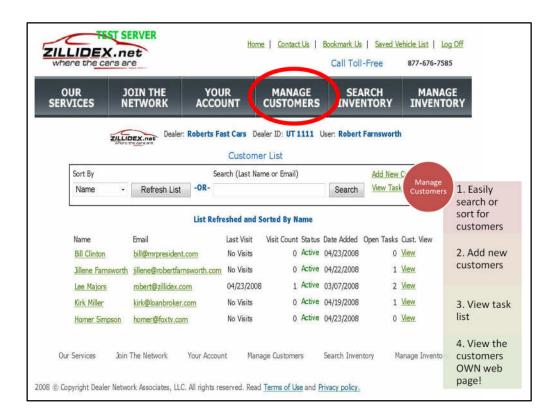
Within the View Detail screen you will be able to see all the information about that vehicle, print, e-mail or save it here as well. If you are a GM or SM you will also have the ability to click the Dealer Info button to see who has that vehicle.



Only the people who have been granted rights will be able to view the Dealer Information.



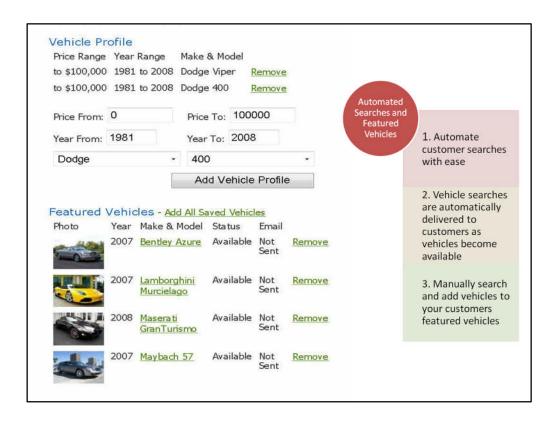
When you print or e-mail information for the customer, your Dealer contact information will be listed, even if the vehicle is not on your lot.



Within the manage customer tab you will have the ability to search for, sort, and add your customers. Sales can view their daily task list from this page as well. In addition this page is where you would view the customers own customized web page.



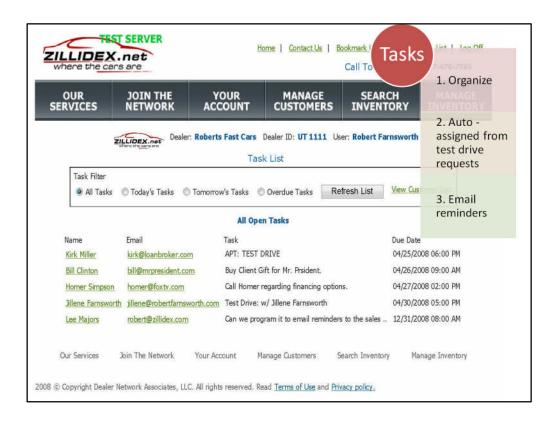
The customer screen is a record of the customer's vital information, desired payment, and financial information. It will also highlight their desired vehicle specifications and featured vehicle list. This is also the screen where sales will enter task and notes related to the customer. When a task comes due Zillidex automatically sends sales an e-mail reminder.



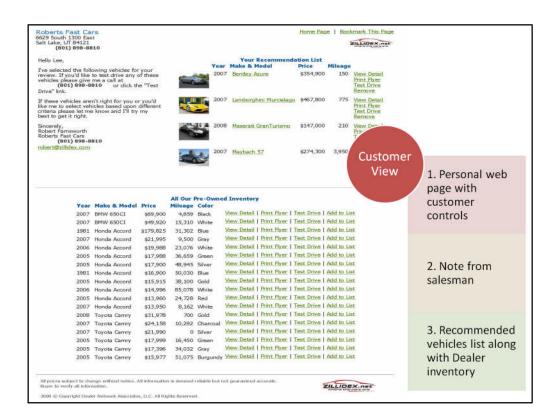
One of the unique and very powerful capabilities of Zillidex its automation. Zillidex combines customer service with inventory management to automate vehicle searches and customer communication. Once a vehicle profile is added customers are notified every 24 hours of vehicles that have been added to the network.

or ID: HT 1111	User: Robert Farnsworth		Custom	stomer List		
er ID. OI IIII			Task	List		
Task List Date/Time	Task APT: TEST DRIVE	Complete				
06:00 PM	ATT. PLOT DIAVE	Remove			Tasks	
mm dd 8:00 AM	УУ			and Notes		1. Add any call, to do, appointment or reminder
Customer Notes Date Note 04/19/2008 Wife told him to sell his Cadillac for a mini van. He is buying a Hummer instead.						2. Enter notes about your customer's needs, wants and personal information that builds the lasting relationship
						* Automated follow up action plans are being developed
	4000 Chara	acters Remaining	Add Note			

In order to continually connect with customers Zillidex gives sales the ability to add calls, to-dos, or reminders. They can also add notes about that customer's specific interests, wants and needs to continually build and grow that relationship, which in turn will keep that customer coming back for years. Post-sale action plans will also be established for follow-up to ensure the customer also buys the next car from you.



This task view allows the sales professional to organize all of their tasks to efficiently manage their to do's, appointments and calls.



The customer web page is also a Feature unique to Zillidex. A customized web page is designed for each customer the moment a vehicle profile is entered. The customer then has the ability to bookmark that page and view updates related to their featured vehicles from your Dealership at their leisure. They can also view your entire inventory to see if there are other vehicles that may of interest to them or anyone they know.



The detail provided to the customer is extensive, they have the ability to print a flyer about a specific vehicle, and add or remove vehicles from their recommend vehicle list. They can also schedule a test drive on a car they like. This will automatically send an e-mail to sales and put a to-do with time and date in their task list. Again enabling sales to keep the lines of communication open with the customer increasing the likelihood that they will buy from you.

