

HOW TO SELL MORE CARS

Video 6
Issue 101

USE THE OPTIONS REVIEW TO BOOK MORE APPOINTMENTS AND SELL MORE CARS!

Technique:

On the Phone:



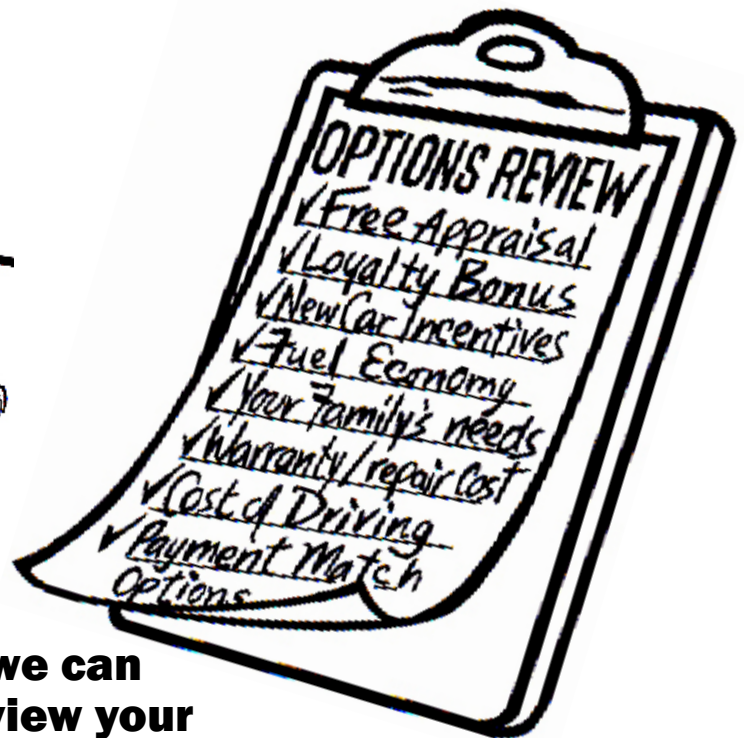
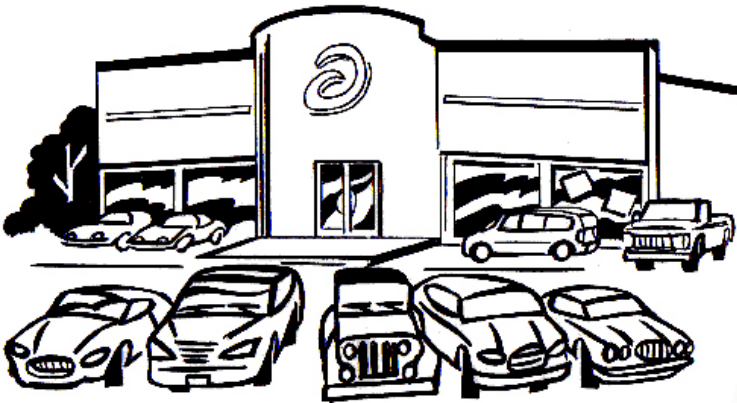
Customer Objection:

“Your Private Sale Offer sounds great, but we aren’t in the market for a new car...”

You reply:

“I understand that - I’d like to invite you to the Private Sale to get an _____.”

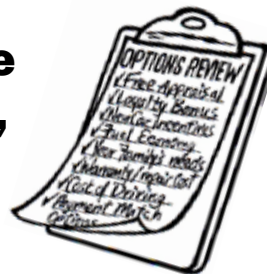
On the Lot:



“Let’s go look at a few cars, and when we find the right one, we can go for a _____ drive, and then review your options to see if a new car makes _____.”

Writing the Deal:

“We found the right vehicle, now we are going to do the Options Review, can I have your _____ and _____ please.”



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A favorite quote:



Canadians love a Deal!



ABSOLUTE RESULTS.com
we know how to sell cars...