

Quality Purchase Experience



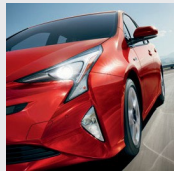
CLIENT NAME

PREVIEW



PERSONALIZE

My goal is to personalize your experience. This starts with a clear understanding of your preferences. (15 min)



PRODUCT

I will guide you through the selection and evaluation of the Toyota that best meets your needs and preferences. (45 min)



PURCHASE CONSIDERATIONS

My goal is to provide you all of the information that you need to make an informed purchase decision. (45 min)



PERFECT DELIVERY

If you decide to purchase a new Toyota from us, I want to make sure you fully understand how to operate its features. (45 min)

YOUR PREFERENCES

What would a great experience look like for you at our dealership?

What expectations do you have of me as your Sales Consultant?

What are the most important considerations in acquiring a new Toyota?

Tell me about the research you have done. What would you like to learn more about?

Financial Options Consultation

Checking In

Before we move on to creating a proposal for you, let's check in on our progress!

- Has the experience been what you had hoped for thus far?
- Have I answered all of your questions and met the expectations that you established earlier?
- Have we located the vehicle that is everything you desire?

Payment Options

Your options are:

Financing

Leasing

Cash

What's Important to You?

How often would you like to acquire a new vehicle?

1 to 2 years 2 to 3 years 3 to 4 years
 4 to 5 years 5+ years

Why did you choose that time frame?

How important is it to you...

- to be able to protect yourself against repairs outside of the factory warranty?

- to be able to keep up with changes in technology and/or styling?

- to be able to plan for your future vehicle purchases?

- to be able to plan for the depreciation of your vehicle based upon your driving habits?

Recommendations
