

Sales Managers Desklog

Welcome - Scott Clarks Toyota City, Friday, March 09, 2012 Technical Support (877) 859-0292 Scott Clarks Toyota City (4599)

eDesk | Add | Search | Cust. | DeskLog | Service | Scripts | On | Logout

Desk Log | 3/8/2012 | 3/8/2012 | All Departments | Refresh | Config | Hide Stats | Print

Confirm Appointments Here!
50% of Appointments Show
50% of Shown Appointments Sell and Deliver

Appointments for 3/8/2012

Show	N/U	Customer	Due	Salesperson	Confirm
Total Appts: 14 Confirmed: 4 Shown: 10 No Show: 4 Overdue: 0 Appts Sold: 4					

Desklog Statistics

Sold: 9	Be Back: 4	Write Up: 19
Showroom Sold: 7	Showroom: 23	Demo: 18
Internet Sold: 0	Internet: 42	Appraisal: 10
Phone Sold: 2	Phone: 8	Turn-Over: 23
Other Sold: 0	Other: 0	Over 45 Min: 0
Sold Total GP: 48,448.11		Sold Front GP: 37,311.06

Search Desklog: _____

Internet: Phone: Bids: Desklog | Showroom: Spid: In Showroom: Over 45 Min: Left Showroom:

N/U	Source	In/Out	BB	A	Q	Customer	Salesman	Phone	Vehicle	D	A	W	TO	LMC	Comments
N		In: 3/8/2012 9:35 AM Out: 3/8/2012 11:14 AM				Shenita, Ted (DMSID: 195422) CRM Sold	SP: Sabina, B* SP2: DM: Gunn, S	H: (704) 428-8008 C: (704) 428-8008	W: 2012 Camry - 54286 T: 2005 6-Class	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	
N		In: 3/8/2012 10:20 AM Out: 3/8/2012 10:44 AM				Rebaglia, Lisa New				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	16	ROBBY T.O. THIS IS A DEAL TODAY, HUSBAND AND WIFE BOTH STOPPED BY ON BREAK
U		In: 3/8/2012 10:47 AM Out: 3/8/2012 11:46 AM	<input checked="" type="checkbox"/>			Delistoyan, Anatoly (DMSID: 195429) Deposit No VINLOC				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	Shane T.O. jeff took a deposit on an IQ yesterday. the guy doesnt want it
U		In: 3/8/2012 10:50 AM Out: 3/8/2012 3:02 PM	<input checked="" type="checkbox"/>			Melton, Bernard CRM Sold				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	16	CANT GET APPROVED. Unable to finance
N		In: 3/8/2012 10:57 AM Out: 3/8/2012 12:48 PM				Beard, Ralph New	SP: Katona, B* SP2: Moskowitz, N DM: Gunn, S	H: (704) 542-9585 W: (704) 542-9585 C: (704) 542-9585	W: 2011 Avalon - 53477 T: 2007 DTS	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	19	Jim on T.O. now comparing avalon lease to cts lease shane Avalon
N		In: 3/8/2012 11:26 AM Out: 3/8/2012 12:03 PM				Loving, Greg New	SP: Campbell, D* SP2: DM: Pryor, R	H: (704) 608-1100 W: (704) 608-1100 C: (704) 608-1100	W: 2012 FJ Cruiser - 55378 T: 2007 FJ Cruiser	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	19	ROBBY T.O. HAS AN '07 FJ, BUT HAS HIS WIFES CAR IN SERVICE AND IT HAS SOME

1-Check the Sales Process boxes!
Demo-Appraisal-Write Up- T.O.
2-Include Your initials or Name First in the Comments.

= Appraisal needed, = Appraisal Completed,
 = Quote/Write Up Needed, = Write Up Completed, = Write Up Posted to F&I

Sales Managers Desklog

Closing an Opportunity on the Desklog

Customer is currently in the Showroom, Deal does Not Close.

Welcome Thomas Ieracitano, Tuesday, May 29, 2012

Technical Support (771) 259-2195 Acme Motors (1)

eDesk

leracitano, Thomas

Desklog

Vehicle Search

Quick Quote

Oppty Review

Save A Deal

Reports

Desk Log 5/29/2012 5/29/2012 All Departments Refresh Config Hide Stats Print

Appointments for 5/29/2012

Show	N/U	Customer	Due	Salesperson	Confirm
Total Apts: 0 Confirmed: 0 Shown: 0 No Show: 0 Overdue: 0 Apts Sold: 0					

Desklog Statistics

Sold: 0	Be Back: 0	Write Up: 1
Showroom Sold: 0	Showroom: 2	Demo: 1
Internet Sold: 0	Internet: 0	Appraisal: 0
Phone Sold: 0	Phone: 0	Turn-Overs: 1
Other Sold: 0	Other: 0	Over 45 Min: 0
Sold Total GP: 0.00		Sold Front GP: 0.00

Search Desklog:

Internet: Phone: Desklog

Showroom: Sold: In Showroom: Over 45 Min: Left Showroom:

N/U	Source	In/Out	BB	A	Q	Customer	Salesman	Phone	Vehicle	D	A	W	TD	LMC	Comments
N		In: 5/29/2012 12:51 PM Out:				Pekhiet, Sam Manager Review Showroom / Drive By SAMPEKH73@YAHOO.COM	SP: Stubbs, S* SP2: DM:	H : (469) 438-8576 W : C :	W :2011 Camry - BU586290 T :					1h	
N		In: 5/29/2012 1:02 PM Out:				Ieracitano, Thomas New Showroom / Selection	SP: Ieracitano, T* SP2: DM: Ieracitano, T*	H : W : C : (229) 291-5011	W :2010 Tacoma - AZ743744 T :	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	0h	

Step 1 Shut the Door by Clicking on the Door.

To Complete 'Showroom' Visit.
Follow a few steps.
*The Sales Process boxes are checked.
*Your initials or Name First in the Comments.
*The 'Hands are Shaking'!

Welcome Thomas Ieracitano, Tuesday, May 29, 2012

Technical Support (877) 859-0195

Acme Motors (1)

Name: Thomas Ieracitano **Work Phone:** **Wanted Vehicle:** New (2010-2010) Toyota Tacoma
Address: 123 somewhere place **Home Phone:** **Trade-In Vehicle:**
VALDOSTA, AL 31602 **Cell Phone:** (229) 291-5011 **Email:** thomas@digitalcarguy.com

Current Activity

Activity: * Showroom Up Be Back
Completed By: * Ieracitano, Thomas
Completed At: * 5/29/2012
Time In: * 01 PM 02
Time Out: * 02 PM 13
Status: * New
Origin: Test
 In Showroom Turned Over Write Up Demo
 Test
High Priority:
Comments: Auto Comment:

Next Activity

Activity: * Phone Follow Up
Due: * 5/30/2012 02 : 00 PM
Assign To: * Ieracitano, Thomas

***Schedule/Create a follow up for a Salesperson**

Step 2 Add Notes and Comments

***Leave notes for a follow up task!**

***Click here!**

Completed Opportunity Activity History

Date Completed	Activity Type	Outcome	Comments	Completed By	Action
5/29/2012 1:02:00 PM	Showroom Up	Completed	Showroom Up - Write Up	Ieracitano, T	View Edit

Sales Managers Desklog

Completed a Showroom visit

The screenshot displays the eDesk Sales Managers Desklog interface. At the top, it shows the user's name (Thomas Ieracitano), the date (Tuesday, May 29, 2012), and the company (Acme Motors). The interface includes a navigation menu on the left with options like eDesk, eRetail, Prospects, Dashboards, Organizer, Reports, Virtual BDC, Campaign Manager, eLead Digital, Service, Admin, Support, and Internal Applications. The main area is divided into several sections:

- Desk Log:** Shows appointments for 5/29/2012. The table below lists two appointments.
- Desklog Statistics:** Provides a summary of sales performance for the day, including counts for Sold, Be Back, Write Up, Showroom Sold, Internet Sold, Phone Sold, Other Sold, and GP (Gross Profit).
- Appointment Table:** A detailed table of appointments with columns for N/U, Source, In/Out, BB, A, Q, Customer, Salesman, Phone, Vehicle, and LMC. Two appointments are listed: one for Pekkiet, Sam and one for Ieracitano, Thomas.

Appointment Table Data:

N/U	Source	In/Out	BB	A	Q	Customer	Salesman	Phone	Vehicle	D	A	W	TO	LMC	Comments
N	📧	In: 5/29/2012 12:51 PM Out:				Pekkiet, Sam Manager Review Showroom / Drive By SAMPEKH73@YAHOO.COM	SP: Stubbs, S* SP2: DM:	H : (469) 438-8576 W : C :	W :2011 Sienna - BS089638 T :					1h	
N	📧	In: 5/29/2012 1:02 PM Out: 5/29/2012 2:13 PM				Ieracitano, Thomas New Showroom / Selection	SP: Ieracitano, T* SP2: DM: Ieracitano, T*	H : W : C : (229) 291-5011	W :2010 Tacoma - AZ743744 T :	☑		☑	☑	-1h	Thomas - 200 off in payment - Unrealistic buyer

Desklog Statistics:

Sold: 0	Be Back: 0	Write Up: 1
Showroom Sold: 0	Showroom: 2	Demo: 1
Internet Sold: 0	Internet: 0	Appraisal: 0
Phone Sold: 0	Phone: 0	Turn-Overs: 1
Other Sold: 0	Other: 0	Over 45 Min: 0
Sold Total GP: 0.00		Sold Front GP: 0.00

Appointment Summary:

Total Apts: 0	Confirmed: 0	Shown: 0	No Show: 0	Overdue: 0	Apts Sold: 0
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Appointment Filters:

- Internet:
- Phone:
- Desklog:
- Showroom:
- Sold:
- In Showroom:
- Over 45 Min:
- Left Showroom:

Appointment Details:

A Completed 'Showroom' Visit.

- *The Sales Process boxes are checked.
- *Your initials or Name First in the Comments.
- *The 'Hands are Shaking'!