

Walk-A-Round Contest

Date ____ / ____ / ____

Sales Associate

High Score is the Winner.

Did the Sales Associate Cover the Factory Warranty? **5 PTS**

Did the Sales Associate use the Toyota Everyday Advantages Card **5 PTS**

Did the Sales Associate use the phrase;
Our customers tell us that they like a presentation focused on their needs to
save time, what features are the most important to you in selecting a
vehicle? **10 PTS**

Did the Sales Associate touch on 2 Features **AND** Benefits in
ALL SPACED Categories? **10 PTS**

Circle the Score of Each Phase

Start at the Window Sticker

1 2 3 4 5

Notes

Front-Hood

1 2 3 4 5

RightSide-Passenger Side

1 2 3 4 5

Rear-Trunk

1 2 3 4 5

Drivers Door-Controls

1 2 3 4 5



Total Score