

PATH FOR SALES MANAGERS



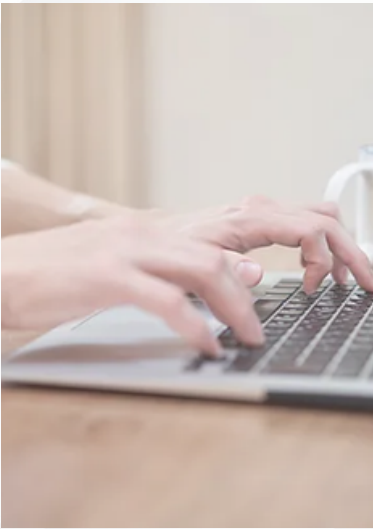
ASAP Upon Hire

Live Virtual Sessions:

- New Hire Sales Certification
- Sales Manager Certification

Video Resources:

- DealerSocket University (in CRM)
- VIP Express Video
- Preferred Purchase Video



0-60 Days After Hire

Live Virtual Sessions:

- Phone Certification
- Internet Certification
- Work Plan Management

Video Resources:

- CRM Mobile App Video



Quarterly Maintenance

Live Virtual Sessions:

- Phone Certification
- Sales Manager Team & Traffic Management