

FOCUS / Dealership Wide

About FOCUS

Redefine CRM by removing the clutter and manual processes that cause poor utilization of traditional CRM tools. Achieve the perfect balance of employee empowerment, management control, and dealership success.



45% of sales reps need help figuring out which accounts to prioritize.¹

¹CSO Insights



Overview:

- **Automatically prioritize** daily tasks and prospects based on a customer's likelihood to buy.
- **Send** customers the right communication with results-based scheduling.
- **Track** leads, appointments, sales, and follow-up in real-time.
- **Easily train** employees with a simple layout custom to their role.

Expect Results:

- **Improve** sales by focusing on customers who are more likely to buy.
- **Increase** employee satisfaction with mobile tools.
- **Use real-time data** to coach to your sales force.
- **Manage** every sale as it happens with automated tracking.



Sales
and F&I



Business
Office



Parts and
Service



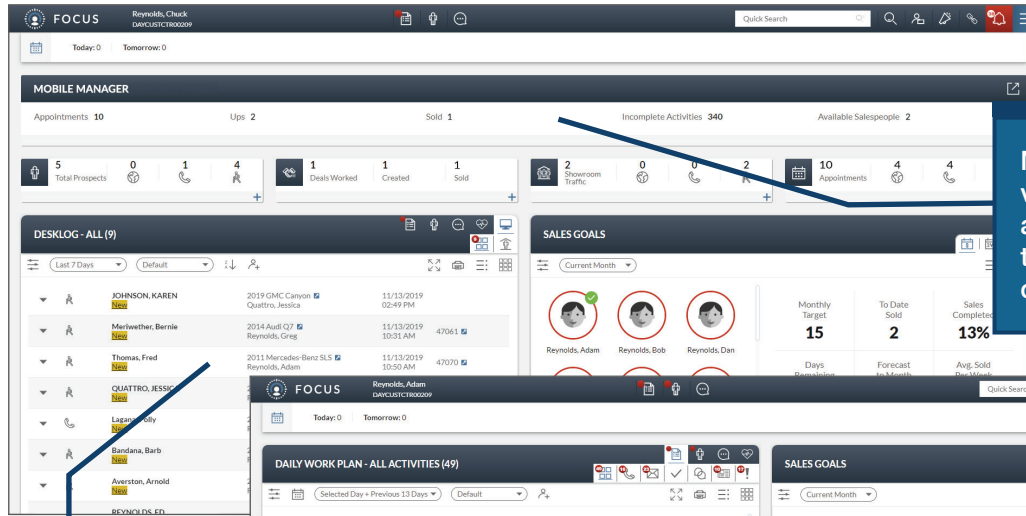
Information
Technology



Web

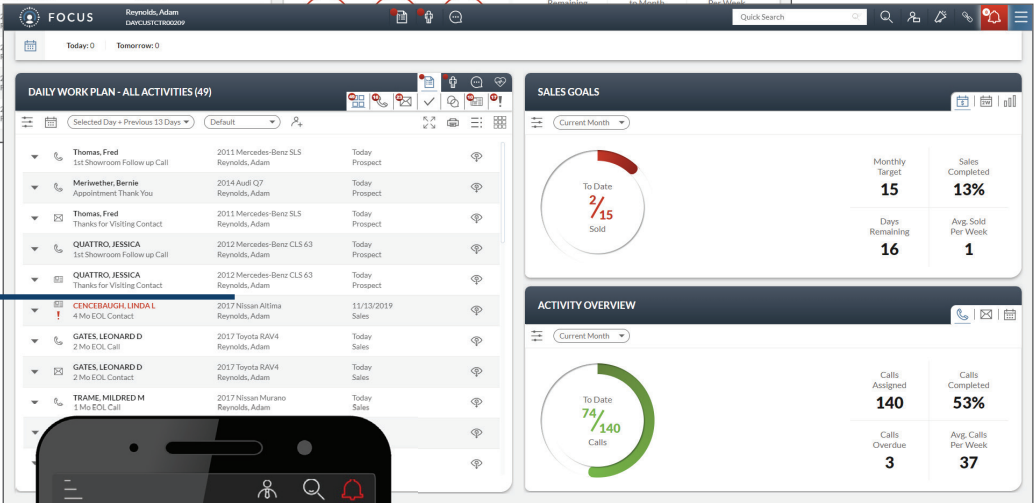


Document
Services



Management has a live view of which salespeople are with customers, on a test drive, or need help closing a deal.

Page view is unique to each user. Each role has a different page setup.



Track opportunities, contact prospects, and work the entire sales cycle using the mobile application without reentering data into the desktop system.

