

# INTERNET SALES COACH

## Uncover your CRM's untapped potential.

Cut through the clutter with an experienced CRM Coach. Our expert advisors work with your team to provide the clarity and consultation to help you develop and meet your sales goals including:

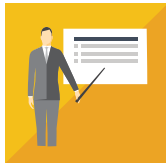
- Appointment setting and conversion
- Opportunity conversion
- Lead response time improvement
- Lead source optimization



Technology



Data



Advice



Flexibility



## Strategy Development



We will meet with your team to identify your pain points and set realistic appointment and sales goals.

## Identify Key Metrics



We will help you hone in on the key metrics you need to monitor, allowing for faster, more efficient oversight of your sales process.

## Report and Advise



Our expert CRM advisors will review a monthly summary of your key metrics to keep you focused on increasing traffic and reaching sales goals.



OPPMAX.com

844-619-0179

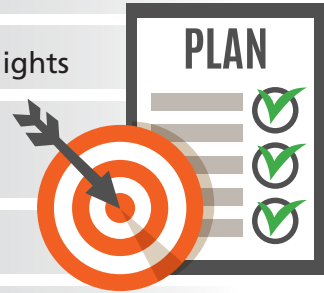


Maritz

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The product to fit your needs.

CORE	CONNECT	
✓	✓	1 monthly executive consultation meeting reviewing goals and KPIs
✓	✓	4 monthly video sessions to address concerns and review performance highlights
✓	✓	1 monthly Customer Engagement Analysis, an Internet Lead Mystery Shop focusing on email, voice, chat and text responses
✓	✓	1 weekly random phone lead, scored and reviewed
✓	✓	Red/Green alert notifications to identify areas of opportunity and recognize performance
✓	✓	Toolbox of scripts, tools, calculators, guides, and best practices for every occasion
	✓	4 monthly coaching calls with CRM Advisor reviewing CRM reporting and best practices



## RESULTS. DELIVERED.

**56%**

Improvement in Mystery Shop scores

**15%**

Improvement in close ratio

**151%**

Improvement in appointment set rate

## WHAT OUR CLIENTS ARE SAYING

“ We just received one of our best months ever thanks to Opportunity Max! Opportunity Max has given us the focus and insights to help us make the difference! They’ve helped us create strategies and processes that really work. The fact that the coach can focus on what we really need, even personalizing sessions to specific team members or specific topics as needed really makes it invaluable.

No matter how good you are, you can’t watch it all. Opportunity Max is the answer to making your sales performance better than ever and selling more cars! ”

Tim Reil, *General Sales Manager at Luther North Country Ford*

“ I loved the program – from beginning to end. It taught me a lot, especially coming in to the dealership. I learned a lot from both my coaches and loved the program. I think it was great – the coaching styles were great and the data they provided has been phenomenal. The visual way they present data helps keep me aware of what’s going on in the dealership. I think it’s a great program. ”

Buffy T. Leonard, *BDC Manager at Allan Vigil Ford Fayetteville*



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