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Behind **THE** Wheel

A Publication for the Employees of The Gillman Companies

April-May 2007

Gillman Honda San Antonio – Building Big for Tomorrow!

The steel superstructure of the new Gillman Honda dealership in San Antonio is up, and work is proceeding at a fast pace. This state-of-the-art facility is a continuation of the Gillman Companies commitment to providing customers and employees with an exceptional shopping and working environment.

Scheduled to open in the late fall or early winter of 2007, this newest link in the chain of successful Gillman retail automobile dealerships has been designed to allow more than ample room for future growth.

Goree Architects, Inc., the firm overseeing all construction plans and activities, spent months prior to actual start of site preparation

developing final drawings and other necessary documents.

Now with the skeletal steel structure erected, the impressive size of this new facility is clearly revealed. An official grand opening date will be announced as soon as a completion deadline is established.



From the desk of Ramsay Gillman



Certain occupations demand very different preparations for the coming of spring and the advent of summer. Farmers, for example, think in terms of plowing, planting, and tending crops.

For those of us in the retail automobile business, this is an important period of the year. It's the season to build inventories and fine tune our dealerships—which means reviewing staff needs to be certain we can properly care for the anticipated higher volumes of business. In short, it's time to do all we can to make certain our customers will enjoy a pleasant, memorable experience when they visit.



This is also a great chance, before the more hectic pace begins, for each of us to take a moment and appraise our personal situations. Is more resolve needed to meet the resolutions made at the start of this year? Is there a personal goal that needs to be reevaluated? What can bring

the family closer together? What's the next step up the career ladder? What needs to be done to accomplish that upward step? Maybe an annual physical exam has been delayed. No matter what the issue—and almost every person has at least one—now is the time to face it, fix it, and forge ahead.

The start of our most critical season is upon us. It's time to redouble our commitments to satisfying each patron. If we can exceed every customer's fondest expectations, we will succeed in having a great peak selling period. And we will have laid the base for an exceptional year.

Best wishes for a fine spring and summer.

401 (K) orner

By Susan Elbel

This time let us discuss:

Rollover From Previous Employer

Q. I was participating in the 401(k) with my previous employer. Can I roll over those funds into the Gillman Companies 401(k)? If so, what do I need to do?

A. Yes, you can roll over funds from a previous employer into the NADART 401(k) plan. In order to do this, you need to provide:

- A letter from the previous plan administrator stating the type of plan that the funds are coming from.
- A completed "Qualified Plan Rollover Verification" form.
- An accounting of the taxable and after-tax amounts within the benefit distribution.

All this information should be provided

to you by your previous employer's plan administrator, upon your request.

The check should be issued to NADART with a notation of "For Benefit of (your name). Your funds will be sent through the Gillman Companies Plan Administrator, in Houston, to NADART.

This check must be received by NADART within 60 days from the date of distribution. **THE FUNDS WILL NOT BE ELIGIBLE FOR WITHDRAWAL UNLESS PLAN REQUIREMENTS ARE SATISFIED.** Once a rollover has been completed, the funds are considered to be part of the NADART plan and are subject to the plan's rules governing the distribution.

And, as always, if you need any help with a rollover or have any other questions about the 401(k) plan, please contact me at the San Antonio Complex or Elaine Drury for all other locations.

selbel@gillmanauto.com or edrury@gillmanauto.com

Letters From Loyal Customers

I wanted to let you know that I had a great experience when I visited your Subaru dealership last week to purchase an '07 Tribeca. I met with Shah, who had contacted me after I requested a quote from Edmunds.com, and he was professional and friendly throughout my purchase process. Many people have horror stories of their dealings with car salesmen, but this was quite the opposite. I would recommend my friends and family to Shah and Gillman Subaru without thinking twice about it.

I also had a pleasant experience with Kyle, who completed my finance paperwork. That gentlemen is an asset to your dealership as well.

The last thing I wanted to communicate to you is that Roland in your Service Department is the reason that I purchased the Tribeca. Considering Roland provided the great customer service to my wife and offered a loaner, he should be recognized as part of the reason that I purchased a new vehicle from your dealership.

I appreciate your time and look forward to seeing the great folks at Gillman Subaru regularly, as I bring my Tribeca in for service.

—A SATISFIED GILLMAN SUBARU SOUTHWEST CUSTOMER

I would like to say that my experience at Gillman Acura was the best experience I have had with a car dealership. Emad Taha was by far the best salesperson I have ever met. He was courteous, knowledgeable, and a hard worker. I felt like he really wanted my business and it made a huge difference. I hope he stays around for a while as I plan to purchase other cars.

—A SATISFIED GILLMAN ACURA NORTH CUSTOMER

Hi, Matt. I just wanted to send this note to you, along with these photos, to show you two happy customers and one happy salesman.

And speaking of "fit," I can't tell you how amazed I am at the performance I am getting out of my new Fit. The mileage is great, about 32 mpg combined city/highway driving, and much better on the straight open highway, approaching 40 mpg, and that's with the A/C going! The car has great pick-up and is cavernous for transporting all sorts of things! Everyone I have shown it to wants one for themselves.

As you can tell by all the exclamation points in this letter, I have great enthusiasm over this purchase, which only reinforced my belief that Honda makes a superior product. Having been a loyal Honda customer since 1976, I think the Fit is yet another milestone in a great lineage of products.

Even though it might be said that Hondas practically sell themselves, I have to say that my experience was made that much more pleasant by your expertise and professionalism, Matt, during the purchase process. Your willingness to take the time with me and my wife, as well as your excellent follow-through during and after the purchase, made us feel comfortable and wanted as customers. We would be hard-pressed to find similar treatment with your competition.

Again, I want to thank your for your involvement in all aspects of acquiring my new Fit. I certainly won't hesitate to steer any new customers your way.

—A SATISFIED GILLMAN HONDA SAN ANTONIO CUSTOMER

Mr. Siddiqui: I am writing to express how grateful I am for the outstanding service provided by Kevin Kingery. I must say that I originally came to the dealership to look at the Mitsubishi Eclipse. Raheem Drummonds had been working with me by e-mail and telephone calls. He was kind, friendly, and professional, and to be honest with you, he was very service-oriented, which is not easy to find these days.

When I came out to the dealership, Raheem had the car we had spoken about all ready for me to look at. However, after looking at it, I realized that it was not quite the car for me. I wandered over to the Subaru side of the dealership, and to my surprise, met another very pleasant and helpful associate, Kevin Kingery. He visited with me about the Subaru, answered all of my questions. We decided that I would take it for a drive and see what I thought. Well, what can I say? I knew it was my dream car right away. Kevin and John Badia answered all of my questions and had some great suggestions for me.

I felt a little guilty about all of the time and preparation that Raheem had spent working with me, but he was, once again, very professional and told me that it was no problem. He assured me that Gillman Subaru would take good care of me.

We have all heard of someone going the extra mile, but what Kevin did for me is far beyond that. After we drove the Forester, talked about it, and so forth, I looked at the color options and decided that I preferred the LL Bean edition with the white satin pearl on the top and the metallic silver around the bottom. Kevin told me that night that he would do his best to find one like that.

What happened next was not just someone going the extra mile, but a very dedicated hard working associate going the extra 900 miles. The next day, Kevin called me and told me there was a car like I wanted in Temple, Texas. He said he was planning to go and get it for me on the following day. The next day when he arrived in Temple, he discovered that it was actually a demo, and decided that was not what I would want. Good call, because I wanted a brand new Forester, and I appreciate Kevin's knowing that. So he came back to Houston and then went to Dallas the next day to pick up a car just like I wanted. He called me every day to give me an update on how things were going. He kept me informed during every step of this process. Now I call that SERVICE. I call that being TRUE TO YOUR WORD. And I am very GRATEFUL for Kevin. He told me he would do his best, and he did.

You truly have an outstanding team at your dealership. Everyone that I met and worked with, including Stacie Thomas in financing, was top-notch. I truly appreciate the service that your staff provides. How many people can honestly say that buying a car was a delightful experience? Probably not that many, but I can. Your team is to be commended for the professionalism, dedication, and spirit of cooperation that shows in everything they do. Thank you for making this a very positive experience.

—A SATISFIED GILLMAN MITSUBISHI NORTH CUSTOMER

Gillman Houston Personnel Go Texan!



When it's rodeo time in Houston, the entire city joins in the fun. As part of the celebration, the annual Go Texan Day causes otherwise sedately dressed people to break out

their western best. Gillman Go Texan celebrants caught the spirit of the occasion. It's clear that western attire can be haute couture. Way to go, you all!

Ronny Tejeda, Gillman Honda San Antonio, Recognized for Work With Troubled Youth



For the last several years, after a full day of assisting Gillman Honda San Antonio customers, Ronny Tejeda starts his work with the nonprofit

Southwest Key Program. As a lead caseworker, Ronny conducts daily curfew checks on youths who are on parole. Meeting with each young person, Ronny strives to help his charges discover ways to succeed in life. He has assisted in finding them employment, enrolling in school, and obtaining necessary documents, like Social Security cards or birth certificates. In addition, Ronny also has served as a speaker at the Bexar County Adult Detention Center in programs aimed at incarcerated fathers.

For the past 12 years, Tejeda has coached Little League Football in one of the county's less-affluent neighborhoods. He has coached the same sport at one of San Antonio's most popular college preparatory high schools.

When asked about his dedication to area young people, Tejeda said, "It feels good when you know you have made a positive difference in someone's life."

Way to go, Ronny T!

9 at Gillman Honda Houston Achieve 2006 Council of Sales Leadership

Congratulations go to nine members of the Gillman Honda Houston sales team for their outstanding performance. Salah Ghazi attained the Gold Master award level. Robert Doolittle, Devin Pho, Syed Hassan, Stanley Cheung, Mohammad Awan, Kin Man Yu, Ken Boula, and Patrick Paterson were all winners of the Silver award level. In addition to obtaining membership in the elite 2006 Council of Sales Leadership, cash awards based on performance were part of the recognition package. That's the way to go, guys!

Byron Ellis Honored for 20 Years of Service

There have been a lot of changes in the Gillman San Antonio dealerships since 1987,



and Byron Ellis has seen them all. To celebrate Byron's 20th anniversary with the Gillman organization, Byron's friends and coworkers honored him with a showroom party that had everyone talking. Scott Dupons, Gillman

Companies Chief Operating Officer, and Gillman Vice President Jason Gillman were on hand to congratulate Byron and thank him for his contribution to the growth of the company. Way to go, Byron.

Some Thoughts for Spring

Since we've got to play the game, why not play to win.

There is very little traffic on the "extra mile."

The 20-Foot Rule

Did you ever walk into a place of business and just stand there while employees bustle past without speaking or even looking at you? If so, you know that is a very unsettling experience. It is certainly not the way Gillman customers need to be treated. Which is why we have the 20-Foot Rule.

Simply stated, any time a Gillman employee comes within 20 feet of an unattended customer, it is the employee's responsibility to make sure the customer is being assisted.

A polite, "Is someone assisting you?" or "Are you being helped?" can make a person feel more comfortable.

Make the 20-Foot Rule part of your job description and you will build customer satisfaction and loyalty. If you see someone who looks a bit lost, extend a helping hand. Show a little Gillman hospitality. Let that person know we value his or her business.

Sales Wisdom from Wally Elostaz



A chicken doesn't get paid for laying eggs because creating the product is only part of the process. Farmers are paid because

they perform the entire marketing cycle.

The farmer takes what the chicken started, puts the eggs in crates, brings them to market, and cuts a deal with the grocer to stock the eggs in a good display space. Then the farmer follows through by making sure the grocer advertises the fresh eggs.

When the eggs sell, the grocer makes a profit. So the grocer has an incentive to repeat the process by purchasing more eggs from the farmer.

The chicken that began all this, aside from being allowed to continue to produce eggs, received no reward.

However the farmer became the master of his own universe because he finished what the chicken started. The eggs didn't become valuable until the farmer saw it all the way through!

As a salesperson, you will be paid over and over when you make sure all steps of what you start are actually completed. So concentrate on bringing every transaction to a total closure.

- You want more money? Finish everything you start and you will earn more money.

- You want more time? Finish everything you start! You don't have enough time because you are always going back to complete things you didn't finish.

- You want more customers? Assist every customer through every step in the purchasing process and then follow up to ensure that customer's satisfaction. You'll gain more customers.

- You want management to respect you? Completely finish every task you start and management will promote you!

- You want to sell more? Work with every prospect and don't give up until you close the deal! Don't make excuses. Just follow up until the prospect becomes a buyer.

Are you thinking, "That's too much work?"

Are you thinking, "I hate people like that?"

Are you thinking, "That's over the top, people won't like me?!"

Are you thinking, "I can't do that—that's not me?"

You can accomplish anything if you want it badly enough! If you want something badly enough, you will take it all the way and cross the finish line! So start the race, and race to the finish. It does not matter where you finish, as long as you finish.

Finish what you start in every area of your life!

Create a great day.

Gillman Honda Houston Repeats as Dynamo Sponsor!

The championship-winning Houston Dynamo team is putting power on the field and sending sparks of excitement throughout the city. And Gillman Honda is once again a proud sponsor of the radio and television broadcasts that cover the Dynamo as they strive for a repeat of their league-winning ways. Way to go, Dynamo!

Cirillo, Smith, and Hanson Complete 20 Years of Gillman Service

E. Anthony Cirillo, with Gillman Services, was cited, along with Jocelyn Smith, Gillman Honda South, and Gregory P. Hanson, Gillman Subaru South, for completing 20 years with the Gillman Companies.

Their positive attitudes and commitment to excellence have made a significant contribution to the success of the Gillman organization.

A big Gillman thanks and well done to Anthony, Jocelyn, and Gregory. Way to go!

A Very Happy Birthday to:



Note: Because of the changeover of computer systems, some birthdays may not be listed. We apologize if yours is missing and hope to have all information correct in upcoming newsletters.

May

Faili, Akbar 05/01
 Hill, Nancy J. 05/02
 Machado, Luis A. 05/02
 Nava-Urbano, Aldo A. 05/02
 Harlan, Keith R. 05/03
 Reyes, Aurora A. 05/03
 Robbins, Cynthia W. 05/03
 Smith, Stephen L. 05/04
 Ekane, Nico S. 05/06
 Gonzalez, Cruz A. 05/06
 Ihe, Gibson O. 05/06
 Cobb, III, Kenneth M. 05/07
 Norstrom, Daniel S. 05/07
 Posch, Jeremy R. 05/07
 Ly, Pros 05/08
 Villarreal, Jason G. 05/09
 Eiler, Phillip G. 05/10
 Kusin, Jana P. 05/10
 Lopez, Denise M. 05/11
 Prewett, Nan L. 05/11
 Smith, Jocelyn 05/11
 Ali, Abdussalam M. 05/13
 Miranda, Priscilla A. 05/13
 Mitchell, William S. 05/13
 Mullins, Claire E. 05/13
 Ybarra, Stacy A. 05/14
 Brune, Cody J. 05/15
 Fontenot, Jon G. 05/15
 Gornall, Mathew G. 05/16
 Gray, Sherri L. 05/16
 Leal, Sandra S. 05/16
 Patterson, Roderick A. 05/17
 Tarlo, Esther F. 05/17
 Fotopoulos, II, John N. 05/18
 Odat, Mahd 05/18
 Linares, Francisco J. 05/20
 Giddiens, Clifford A. 05/21
 Le, Dung Q. 05/21
 Rawls, Benjamin K. 05/21
 Cavazos, Stephen A. 05/22
 Cisneros, Evelyn J. 05/22
 Elostaz, Waleed B. 05/22
 Morales, Juan M. 05/25
 Assed, Jihad 05/27
 Crock, Jonathan J. 05/27
 Keoviva, Keooudone 05/27
 Le, Dung 05/27
 Solis, Magdalena E. 05/27

Guerrier, Georges M. 05/28
 Hicks, Donald J. 05/28
 Noe, Derek S. 05/28
 Rhoden, Lyndall A. 05/29
 Morales, Jr., Daniel 05/31
 Sheikh, Sylvia J. 05/31

June

Jock, Joshua P. 06/01
 Juarez, Gabriel 06/01
 Gozdiewicz, Vincent J. 06/02
 Orellana, Marlon N. 06/02
 Tarique, Muhammad 06/02
 Tran, Son H. 06/02
 Armstrong, Judith J. 06/03
 McIlveen, Melinda L. 06/05
 Simmons, Treon N. 06/05
 Butler, Christopher D. 06/06
 Chirinos, Jessie J. 06/06
 Goonie, Kishore 06/06
 Ubokudom, Etuk J. 06/06
 Vo, Robert H. 06/06
 Luna, Christopher T. 06/07
 Vernon, Kevin D. 06/07
 Bradshaw, Walter N. 06/08
 Sharp, Marion J. 06/08
 Mathias, Kenneth A. 06/09
 Porter, Prince M. 06/09
 Steely, Kendrick L. 06/09
 Doolittle, Robert A. 06/10
 Tejada, Leonel E. 06/10
 Thacker, Steven R. 06/10
 Caffey, Gail L. 06/11
 Duckworth, Gregory 06/12
 Keita, Djibril 06/13
 Ton, Eric V. 06/13
 Hall, Roderick M. 06/14
 Johnston, Randall B. 06/14
 King, David A. 06/14
 Melendez, Marvin O. 06/14
 Boone, Ronald C. 06/15
 Hailey, Willie 06/15
 Hernandez, Modesto F. 06/15
 Melgar, Jose M. 06/15
 Strezishar, Anthony M. 06/15
 Boula, Kenneth F. 06/16
 Gonzalez, Danny 06/16
 Guardado, Reyes W. 06/16
 Hernandez, Edgar R. 06/16
 Hernandez, Roberto 06/16
 Schnurr, Mark F. 06/16
 Waheed, Omer 06/16
 Zawolo, James K. 06/16
 Gideon, David A. 06/18
 Webster, Joshua P. 06/18
 Solorio, Alejandro 06/19

Miller, Heather D. 06/20
 Pham, Think Q. 06/20
 Renteria, Florinda 06/20
 Chagnon, Richard A. 06/21
 Martin, Eugene 06/21
 Wesolick, Amanda L. 06/21
 Herrera, Guillermo 06/22
 Gonzales, III, Louis 06/23
 Lopez, II, Raymond T. 06/23
 Stone, Gary N. 06/23
 Devlin, Marina M. 06/24
 Stewart, Anthony T. 06/25
 Lash, Kandra A. 06/27
 Garcia, Brenda L. 06/28
 Hair, Darin K. 06/28
 Preuss, Sandra K. 06/28
 Rodriguez, Ricardo 06/28
 Simmons, Charles 06/28
 Vachira, Benzi 06/28
 Wilson, Patrick F. 06/28
 Lewis, Egbert E. 06/29

July

Dang, Quan T. 07/01
 Kellerman, James L. 07/01
 Munoz, Cristina G. 07/01
 Rodriguez, II, Jose O. 07/01
 Williams, Jr., Kenneth V. 07/01
 Geis, Kenneth P. 07/02
 Taylor, Brian W. 07/02
 Estrada, Jose E. 07/03
 Rosa, Carlos R. 07/03
 Sorrell, Timothy W. 07/03
 Torres-Ramirez, Madelayne 07/04
 Delapaz, Romulo 07/05
 McCray, Jimmy 07/05
 Rauch, Michael J. 07/05
 Salvador, Refugio 07/05
 Sanchez, Fernando 07/05
 Terry, Rolander C. 07/05
 Khalaf, Issac S. 07/06
 Carrera, Melissa L. 07/07
 Clay, Jason H. 07/07
 Alexander, Dona L. 07/08
 Hubbell, Johnny R. 07/08

Cantu, Johnnie J. 07/09
 Dillenbeck, Robert G. 07/09
 Hazen, Carol S. 07/09
 Cheung, Paul 07/10
 Chair, Abdelillah 07/11
 Martinez, Joshua A. 07/11
 Alfaro, Ana M. 07/12
 Castro, III, Alejandro S. 07/12
 Torres, Hugo A. 07/12
 McAndrews, Bartholomew B. 07/13
 Melgar, Marvin J. 07/13
 Runnels, Tessa L. 07/13
 Scott, Alan W. 07/13
 Bolanos, Jr., Enrique A. 07/14
 Cisneros, Jose J. 07/14
 Colligan, Jr., Sylvester P. 07/14
 Gillman, Jason 07/14
 Kramer, Matthew S. 07/14
 Walls-Glover, Lois 07/14
 Kutlar, Hasan B. 07/15
 Mousavian, Mahpour 07/16
 Flores, Rosemary 07/17
 Jackson, Cory K. 07/17
 Parish, Heather K. 07/17
 Evans, Candise S. 07/18
 Flores, Jr., Rolando 07/18
 Akers, Paul R. 07/19
 Cobb, Otis I. 07/19
 Guardado, Elias M. 07/20
 Holcomb, Eric A. 07/20
 Unay, Julia 07/21
 O'Brien, Lawrence G. 07/22
 O'Donal, Rebecca T. 07/22
 Munger, Kristina V. 07/24
 Jackson, Carleton P. 07/25
 Faber, Jordan C. 07/26
 Lopez, Monica A. 07/27
 Puac, Mario C. 07/28
 Turner, Meatra J. 07/28
 Leachman, David S. 07/29
 Johnson, Herman L. 07/30
 Menchaca, Cynthia R. 07/30
 Socarras, Jesus 07/30
 Sattler, III, Adam 07/31

A Big Gillman Way to Go and Welcome to Gavin Christopher McCoy!



Chris McCoy, Gillman Mitsubishi San Antonio Service Manager, and his wife, Michelle, are the proud

parents of Gavin Christopher McCoy who was born on April 3. Gavin weighed in at 7 pounds and was 21 inches long. Way to go to the entire McCoy family.

Employee Anniversaries

Name	Company	Hire Date	Years
Hanson, Gregory P.	Subaru South	05/25/1987	20
Cirillo, E. Anthony	Gillman Services	06/02/1987	20
Smith, Jocelyn	Honda South	07/20/1987	20
Dupons, Scott	Gillman Services	07/08/1992	15
Carrillo, Cesar S.	Gillman Services	07/20/1992	15
Rodriguez, Yolanda S.	Mazda Rosenberg	06/25/1997	10
Tran, Son H.	Gillman Mitsubishi South	07/01/1997	10
Rosa, Carlos R.	Gillman Mitsubishi South	07/08/1997	10
Cisneros, Jose J.	Gillman Mitsubishi South	07/21/1997	10
Goonie, Sanjay R.	Acura	05/15/2002	5
Khan, Mushtaq A.	Honda South	05/10/2002	5
Molina, Jeovanny M.	Mitsubishi North	05/13/2002	5
Delbosque, Mario	Mitsubishi San Antonio	06/01/2002	5
Jacobs, Randolph A.	Gillman Services	06/01/2002	5
Costanzo, III, Anthony	Honda San Antonio	06/08/2002	5
Dionisio, Lissette A.	Gillman Services	06/10/2002	5
Le, Kien C.	Gillman Mitsubishi South	06/18/2002	5
Bijarro, Richard J.	Mazda Rosenberg	07/13/2002	5
Le, Dung Q.	Acura	07/20/2002	5

Shawn Sharp Elected Chairman of Houston AYES Organization



Shawn Sharp, Service Manager for Gillman Honda Houston, was elected Chairman of the Automotive Youth Educational Systems (AYES) intern program. This worthy activity, intended to familiarize students with career potentials in the retail automobile service industry, is supported by a number of Houston dealerships.

On May 10, Shawn and Gillman Honda will host an AYES Mentor/Dealer/Student recognition reception for an anticipated 85 attendees. In addition to students along with their parents, representatives will be on hand from other dealers, as well as a community college, several high schools, and Houston Independent School District.

Great work, Shawn!

Kandra Lash Earns Honda Bronze Service Advisor Recognition

In an American Honda Motor Company announcement, Kandra Lash, Gillman Honda Houston Service Advisor, gained Bronze level recognition for her outstanding efforts. Kandra was cited for her hard work and contribution toward helping maintain a reputation for quality customer care.

Well done, Kandra.

29 Gillman Honda Service Personnel Receive Certificates of Excellence for Completed Courses

A letter from Linda Pemberton, Assistant Manager, Technical Training Department, American Honda Motor Company, Honda Automobile Division, awarded 29 Gillman Honda Houston service personnel with Certificates of Excellence for completing various professional training courses.

Certificates were issued to: Steve Cavazos, Tim Sorrell, Doug Hawkins, Derrick Pham, Herman Johnson, Serhat Unay, Dung Le, Kriangkrai Klaiudom, Danny Cheng, Binh Trinh, Chien Tsai, Reclus Miller, Paul Cheung, Eric Ton, Tony Gonzalez, Dreike Hodge, Bao Nguyen, Hasan Kutlar, Thanh Tran, Darwin Cruz, David Gideon, Luis Figueroa, Robert Funes, Keegan Daly, Tuan Khoa Nguyen, Milan Flajc, Danny Gonzalez, Michael Thompson, and Jose Ruiz.

Great job, everyone.

Norma Villarreal Certified by Honda as Cashier/Receptionist

Norma Villarreal was cited by American Honda Assistant Vice President Ronald S. Lybrook for her hard work and dedication in becoming 100 percent trained and certified as a Cashier/Receptionist. In addition to a framed certificate, she also received a work-related additional award.

Way to go, Norma.

Honda Honors Three Super Sales Representatives with Gillman Honda San Antonio

Three individuals on the Gillman Honda sales team were honored by being elevated to the American Honda 2006 Council of Sales Leadership.

- Richard Benitez attained the Gold level for the second year. This is a remarkable achievement.
- Don Keoviva earned the Gold level for the first time, which is a real tribute to his desire for exceptional performance.
- Cody Brune excelled by gaining Silver level for his excellent performance.

It's a great Gillman way to go to Richard, Don, and Cody. Fine work, gentlemen.

A Special Thanks for Contributing to This Issue of the Gillman Newsletter Goes to:

Carmen Cuellar, Susan Elbel, Wally Elostaz, Jana Kusin, Bonnie Meyer, Shawn Sharp, Elizabeth Solis, Collette Trail, Jody Valentine, Tony Webb, and the great Gillman team!
