



Admin: Inspect What You Expect

Ensure Showroom Visits are Closed Daily

By the end of each day this should be blank and if not, these customers are not getting any follow-up. Managers should be closing in real-time as much as possible and ensuring all are closed at the end of the day.

Are Managers & Salespeople Completing Tasks Daily?

If done today the task is never late! All Manager and Salesperson tasks should be "0" at the end of each day or you are potentially losing deals!

DMS to CRM Customer Matching

Managers should be cleaning this up weekly. If not these customers' DMS sales data will not exist in **CONNECT**.

Active Leads with No Future Follow-Up

Money Report! Customers on this report are not getting active follow-up!

Unanswered Email Replies

No customers should be on this report! Responding ASAP can increase Sales.

VinSolutions

Make every connection count.

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