

North Park Lincoln congratulates top achievers in sales

North Park Lincoln would like to congratulate **Sandy Small** and **Walter Guzman** for achieving recognition as Lincoln Leader sales consultants, identifying them as among the “best of the best” nationwide.

This was not an easy achievement. Competing with more than 1,200 Lincoln sales consultants in the U.S., Sandy and Walter had to excel individually in both retail sales and customer satisfaction. The top 120 earned Lincoln Leader recognition for 2015, and “we are blessed to have two of them right here at North Park,” said dealership management.

Sandy Small started with North Park almost 14 years ago and hit the ground running – she sold 201 new and pre-owned vehicles her first year, a rare accomplishment. She later broke through as the first female in the Kahlig organization to achieve “Sales Consultant of the Year” honors (she’s now taken that award four of the past

five years!). Sandy loves North Park because of the value the dealership places on taking care of the customer – first and always. As the sales department Lincoln “Brand Champion,” she has also represented North Park in Dearborn, Mich. – immersing herself in the brand she takes so much pride in representing.

Whenever someone can talk this ultra-dedicated employee into enjoying her hobbies outside of work, she usually gets her hands dirty as an avid gardener and angler. Free time also means family time for Sandy. Her three children, CleAnn, Jacob and Luke, are the loves of her life. In recent years as a new grandmother, she has also discovered that the best thing in life just might be spoiling her two grandsons.

Walter Guzman also arrived at North Park almost 14 years ago, after a 20-year career in the U.S. Air Force.

“We thank and salute you for your military service, Walter,” said North

Park management. “We also love your passion for Lincoln, and the attention to detail you bring to work every day on behalf of your clients.”

He also sold more than 200 vehicles his first year at North Park (doing that in your first year as a sales consultant really is rare, just like these two individuals!). Walter has been recognized as a Lincoln Leader the past five years, and has been in the top two at North Park for vehicle sales for nine consecutive years.

Walter just loves selling because he gets to meet new people and help them find the perfect vehicle, and he also enjoys building and maintaining long-term customer relationships.

Away from work, Walter enjoys listening to music and watching movies, and spending quality time with his children, twins Andrew and Sydney.

Congratulations, Sandy and Walter!

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Sandy Small and Walter Guzman attended the New York Auto Show April 2, 2016 to preview the all-new Navigator concept, which is scheduled to arrive in the North Park Lincoln showroom as a production vehicle (sans the gull-wing doors) by the end of 2017.