



Automotive Internet Sales Mastery: Skills and Techniques of Top Internet Sales Professionals

Tim Northburg

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In dealerships today, Internet Departments are growing and many dealerships are going to an all Internet based sales force. What processes do you have in place to handle your Internet customers to appoint and close more leads? Automotive Internet Sales Mastery is your complete guide to handling, appointing, and selling more Internet customers. This step-by-step guidebook takes you through the first call, the first text, and the first e-mail. It outlines a rigorous 90 day follow-up, breaks down the Internet sales process, and more. Become an Internet Sales Master and sell more vehicles!

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