

AGENDA

1		Meet & Greet
2		Ice Breaker
3		Planting Seeds
4		Selecting a Vehicle
5		Trade-In
6		Walk-Around Demonstration
7		Test Drive
8		The Pencil — Presenting Numbers
9		Closing
10		Paperwork
11		Delivery
12		After the Sale
13		Phone Calls
14		Do's and Don'ts