



We looked at several different internet trainers before we decided to hire Jennifer Suzuki, she has worked with our store for over a year now and we couldn't be more satisfied.

As our local community hit record high unemployment, we made the decision that we had to get serious about selling outside of our local area and doing a better job with the internet.

Jennifer Suzuki knows the business from A to Z. She's hands on, taking live phone calls on the sales floor, showing the sales teams how to build rapport and set the appointment. The first phone up she ever took at our store she sold the customer on the phone!

Our Internet Manager who has been with us for over ten years and has worked with other trainers feels that Jennifer has a common sense approach to relationship selling. Internet sales at our dealership have increased tremendously with Jennifer's guidance.

Thanks to Jennifer we have learned how to measure performance of our phone ups and Internet leads, and have developed a strategy for attacking the Internet.

Garry Clift, Owner and Operator  
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