



DriveCentric

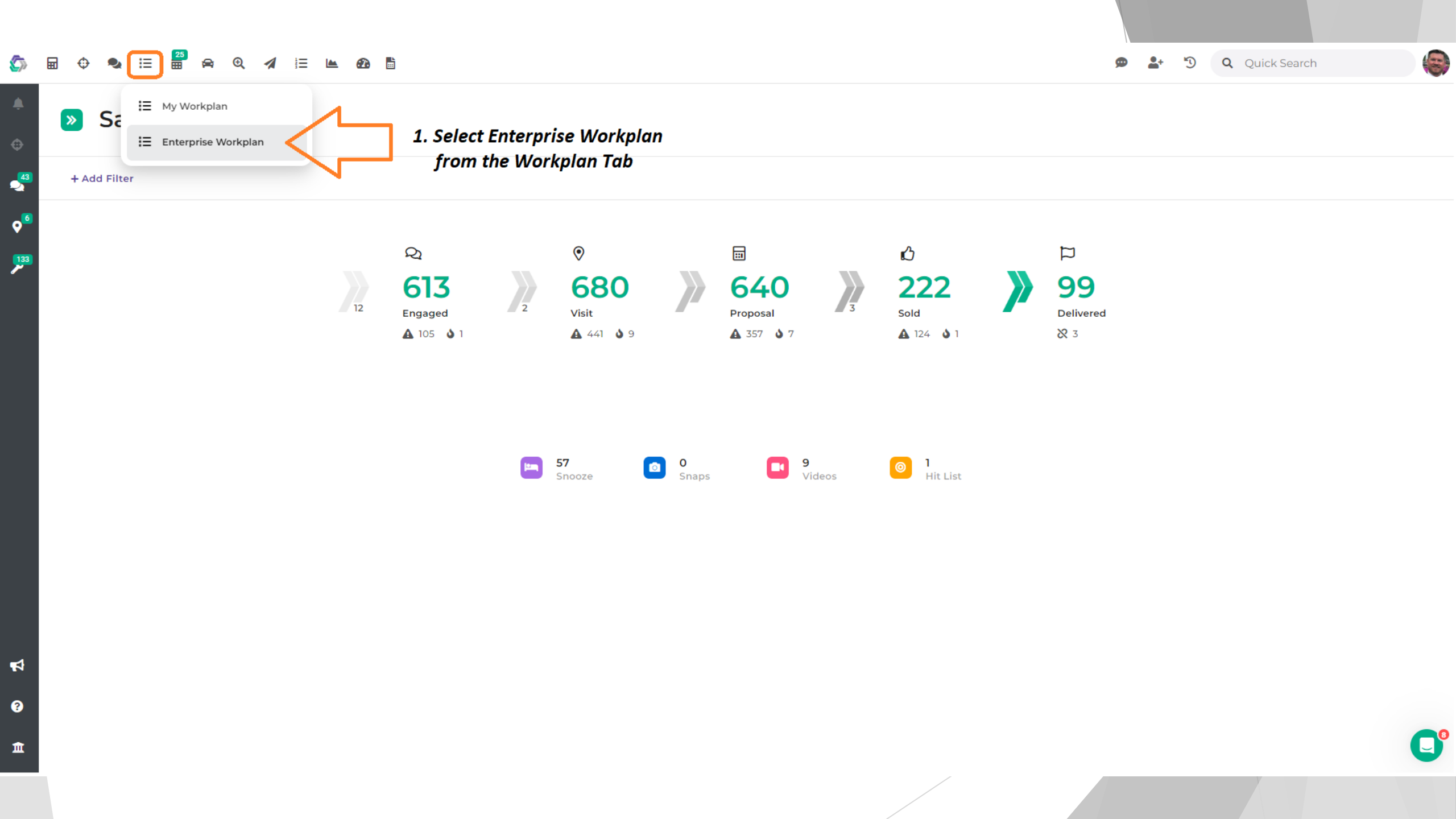
Dead Deal Review



KELLEY
AUTOMOTIVE GROUP

DEAD DEAL REVIEW

- ▶ Once a deal has been identified as Dead, the deal moves out of it's current stage and enters the "Manager Review" bucket
- ▶ This provides management and leadership an opportunity to confirm all available efforts to sell the vehicle have been exhausted
- ▶ Should a manager deem a deal as salvageable, he or she may rescue the deal- thus returning the deal back to it's previous stage
- ▶ This practice needs to regularly be completed at least once a week, if not more often



My Workplan

Enterprise Workplan

1. Select Enterprise Workplan from the Workplan Tab

12
613
Engaged
▲ 105 🔥 1

2
680
Visit
▲ 441 🔥 9

3
640
Proposal
▲ 357 🔥 7

3
222
Sold
▲ 124 🔥 1

99
Delivered
🔄 3

57
Snooze

0
Snaps

9
Videos

1
Hit List

2. Select your dealership

 BMW of Fort Wayne 43% 180 Remaining	 Jaguar Land Rover of Fort... 5% 42 Remaining	 Kelley Auto Mall of Decatur 2% 1624 Remaining	 Kelley Chevrolet 12% 2893 Remaining
 Sell to Kelley 0% 1 Remaining	 Tom Kelley Buick GMC 1% 2419 Remaining	 Tom Kelley Cadillac 7% 721 Remaining	 Tom Kelley Volvo Cars 6% 177 Remaining

Tom Kelley Cadillac

Monday, October 9th 2023

55 59 49 9

11% 692 Tasks Remaining

3. Select Team D Review



TDR

Team D. Review

0% 637 Remaining

TCG

Team Cadillac Genius

0%

NT

No Team

62% 55 Remaining

Team D. Review

Monday, October 9th 2023

0 0 0 0

0%
637 Tasks Remaining

4. Select Dead Deal Review



DR

Dead Deal Review

0%
637 Remaining

5. Select Dead Deal

STORE	ACTION	INFO	CUSTOMER	VEHICLE	DUE	AT
Tom Kelley Cadillac		Review Dead Deal!	Tyler Wehby	2021 Ford F-150	Today	2:40 PM
Tom Kelley Cadillac		Review Dead Deal!	Mark Sales	2023 Cadillac CT4	Today	2:11 PM
Tom Kelley Cadillac		Review Dead Deal!	Phillip Morrow	2021 Chevrolet Suburban	Today	2:00 PM
Tom Kelley Cadillac		Review Dead Deal!	Not Provided	No Vehicle	Today	1:33 PM
Tom Kelley Cadillac		Review Dead Deal!	Sandy Deichman	2023 Cadillac CT5	Today	11:44 AM
Tom Kelley Cadillac		Review Dead Deal!	Urban Ley	2024 Cadillac CT5	Today	11:38 AM
Tom Kelley Cadillac		Review Dead Deal!	Dena Smith	2022 Jeep Grand Cherokee	Today	11:27 AM
Tom Kelley Cadillac		Review Dead Deal!	Erin Raber	2023 Cadillac XT5	Today	10:25 AM
Tom Kelley Cadillac		Review Dead Deal!	Kyle Coffin	2022 Dodge Challenger	Today	10:14 AM
Tom Kelley Cadillac		Review Dead Deal!	Irving G	2021 Cadillac Escalade	Today	9:28 AM
Tom Kelley Cadillac		Review Dead Deal!	Test Test	2017 Lexus RX350	Today	8:39 AM
Tom Kelley Cadillac		Review Dead Deal!	COREY MASON	2015 Toyota Tundra	Today	8:39 AM
Tom Kelley Cadillac		Review Dead Deal!	Latosha Roberts	2015 Infiniti QX80	Oct 7, 2023	5:05 PM
Tom Kelley Cadillac		Review Dead Deal!	Ashley Jones	2024 Cadillac XT6	Oct 7, 2023	4:51 PM
Tom Kelley Cadillac		Review Dead Deal!	Dan Fineran	2020 Cadillac XT5	Oct 7, 2023	3:29 PM
Tom Kelley Cadillac		Review Dead Deal!	Robin Kubasiak	2023 Cadillac LYRIQ	Oct 7, 2023	3:28 PM
Tom Kelley Cadillac		Review Dead Deal!	Ashlee Howenstine	2021 Cadillac Escalade	Oct 7, 2023	3:28 PM

TW

Tyler Wehby

Tom Kelley Cadillac

(315) 868-4077

wabe402@gmail.com

Activity

Conversation

Deals

Value

NOTE

CALL

EMAIL

TEXT

VIDEO

TASK

APPT

Type your note here. Use @Name to mention a coworker

SAVE

PLANNED

Dead Deal Review • Dead Deal Review • Today at 2:40 PM

Review Dead Deal!. Inactivity on Deal Dead Deal.

Edit

Delete

Mark Complete

Created by: System

PAST

ALL 3

TASKS 0

APPTS 0

NOTES 1

SERVICE 0

PROPOSALS 0

3RD PARTY 0

LOGS 5

Dead • Marilyn Perdaems • Today at 2:40 PM

Inactivity on Deal

Dead Note • Marilyn Perdaems • Today at 2:40 PM

No Notes

7a. If approved, select Mark Complete

6. Review Past Activities to ensure all sales efforts were exhausted



Tyler Wehby

Tom Kelley Cadillac
(315) 868-4077 wabe402@gmail.com

Activity Conversation **Deals** Value

Dead Deals [Hide \(1\)](#)



2021 Ford F-150
#4A10221
Oct 9, 2023
Dead

ILM - DO - Request More Info - Used



7b. If not approved, select "Deals", then "Show" to open the dead deal. Then select that deal

Add

\$ New Deal

Credit App

Genius

Fire Genius


Tyler Wehby

Torn Kelley Cadillac

(315) 868-4077

wabe402@gmail.com

2021 Ford F-150 #4A10221

ILM / DO - Request More Info - Used

Activity

Conversation

Open

Deals

Value

Open Deals

Hide (1)



2021 Ford F-150

#4A10221

Sep 21, 2023

Proposal

ILM - DO - Request More Info - Used

7b. Continue to work deal

Add

New Deal

Vehicles

Trade In

Credit App

Actions

Check In

Roadmap

Documents

Desk

Push

Mark as Sold

Snooze

Dead

Transfer

Genius

Fire Genius

Questions?

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- ▶ Tdent@KelleyAuto.com

