



Handy Toyota

Handy Toyota is guided by the belief that small things make a big difference, the dealership focuses on building lasting relationships and supporting customers throughout every stage of vehicle ownership.



The Challenge



Staff needed live unit visibility to help customers



Staff needed live gross visibility to help sell



Performance data had to reach multiple sales offices



Service-drive messaging needed modernization

The Solution

Sales Leaderboards display live unit and gross performance across offices and the break room, while reports support meetings and service menus and Dare to Compare improve the drive. Placing leaderboard screens in multiple staff areas makes current sales performance visible throughout the workday. Managers can use the related desktop reports for meetings, coaching conversations, and daily performance updates. In the service drive, digital menus and Dare to Compare boards modernize customer communication and reinforce the value of recommended services.

The Result

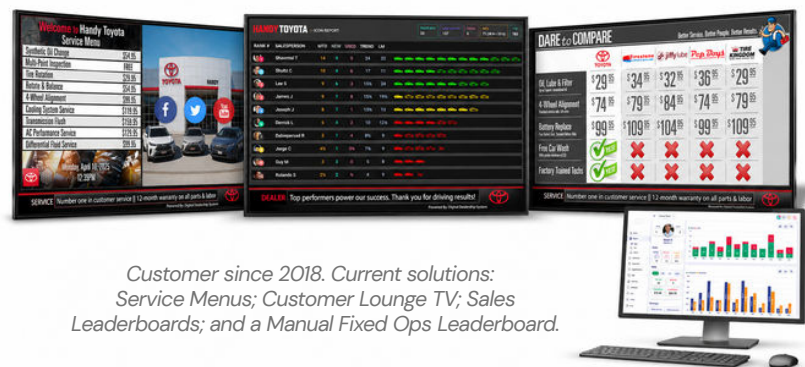
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Our team can see unit and gross performance throughout the day. This gives everyone a clear understanding of where they stand and how the dealership is performing. Our managers use the reports during their meetings. Digital Dealership System helps everyone stay informed and focused.



Adam Luneau - General Manager

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Customer since 2018. Current solutions:
Service Menus; Customer Lounge TV; Sales
Leaderboards; and a Manual Fixed Ops Leaderboard.