



Leveraging Compliance And Technology To
Deliver A Superior Customer Experience
And Increase Dealership Profitability

Integrating online and offline sales processes is key to dealership longevity

Is buying a car that bad?

- Consumers routinely list buying a car as the worst shopping experience imaginable. - Forbes
- “Nothing much has changed over 25 years. The experience is still generally awful.” - consumer quote
- “I’m happy with the car, but it was a roller coaster of emotions going through the experience.” - consumer quote



What Consumers Tell Us

84% want to buy a car in person



Over 66% said they would be much more likely to buy from a dealership with their preferred experience



73% are willing to drive farther for a great salesperson vs 65% who are willing to drive for lowest price



Less than 1% prefer the current car buying process



43% see the car dealership as a place to learn



Imagine Another Way

- Simple
- Transparent
- Compliant
- Digital



Now imagine it's available today!

i ComplyCar



for Consumers

i ComplyPro



for Dealers



-
- Removes the stress of the unknown
 - Enjoy a simplified car shopping experience
 - Quickly scan a vehicle bar & QR codes
 - Save information on your favorites
 - Keep all your information at your fingertips
 - Check for recalls
 - Shop for financing and vehicle insurance
 - Save and share information about your favorites
 - Receive notifications and promotions of interest





VIN Decode



My Cars



Find Cars



Sell My Car



Products & Services



Inbox



About



Settings



Details



1FMCU9J93HUB01083

2017 Ford Escape

Trim Level

Titanium 4WD

Engine

2.0L 4-Cylinder

Drive

-

Type

Used

Doors

4

Interior Color

Medium Light Stone

Fuel

Gasoline Fuel

Certified?

No

Body Style

SPORT UTILITY 4-DR

Transmission

6-Speed Automatic

Origin

UNITED STATES

Stock Number

X00571

Exterior Base Color

White Gold Metallic

Interior Material

-

Odometer

31183

\$21,900

Add to My Cars



Tester Assurance Program



OUR COMPLIMENTARY
VEHICLE RETURN PLAN
FOR A SMARTER,
WORRY FREE LOAN
WE HAVE YOUR BACK

PROGRAM BENEFITS

Complimentary 1 Year Vehicle
Return Plan

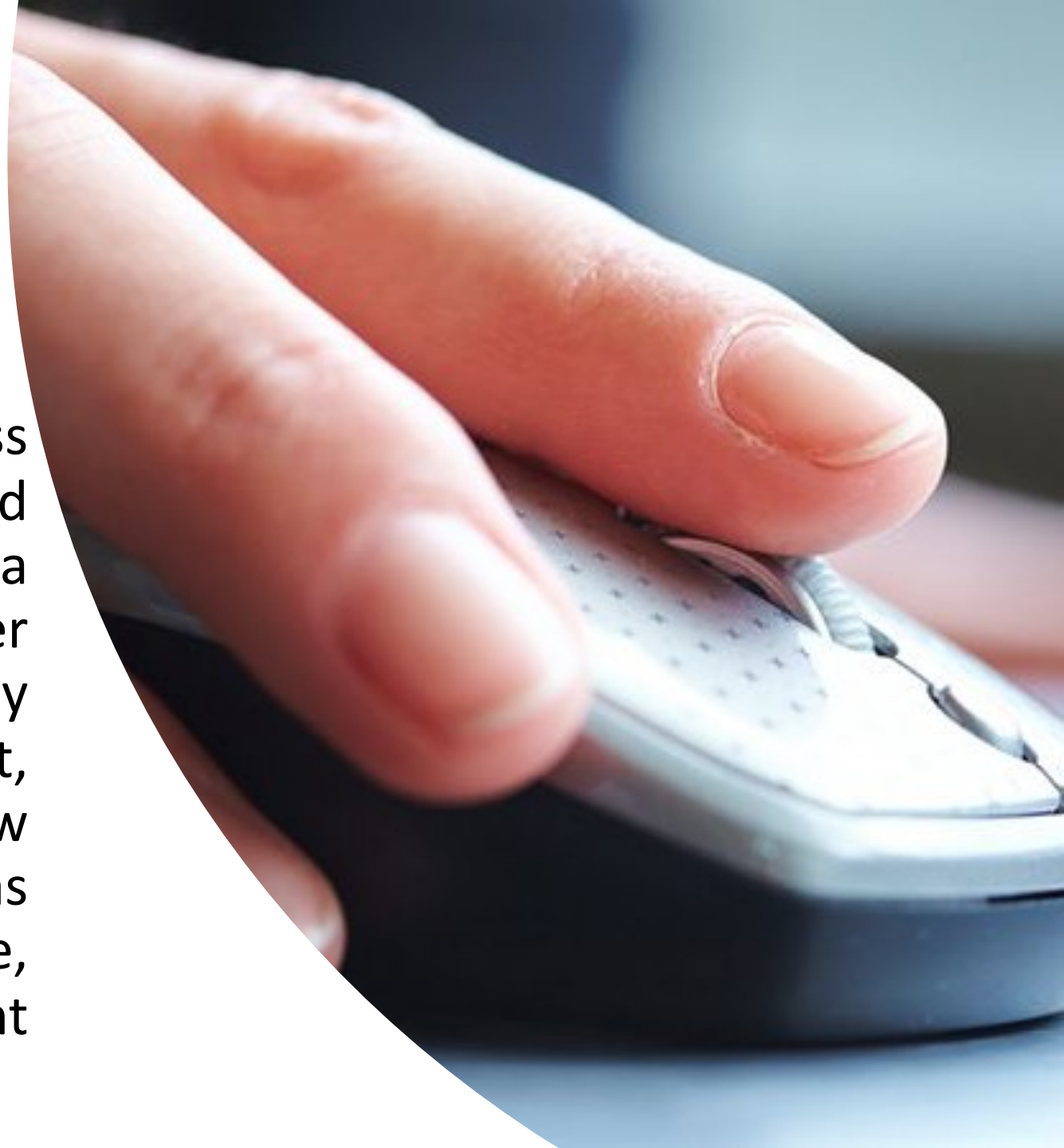
PLAN

WORRY-FREE BORROWING &
PROTECTION

Losing a job, suffering an illness, and other



Ensures the sales and F&I process remains uniform, consistent and professional every time, resulting in a more transparent and consumer friendly presentation. With the ability to control the presentation content, order and pace, everyone from a new hire to an experienced manager has the ability to deliver an effective, informative and more compliant presentation.





CONGRATULATIONS ON THE PURCHASE OF YOUR VEHICLE!

prev next



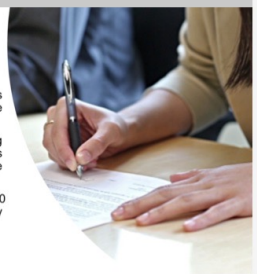
CONGRATULATIONS ON THE PURCHASE OF YOUR VEHICLE!

PAPERWORK & DELIVERY PROCESS

We will prepare all the documents necessary to enable you to drive home in your new vehicle


We will also review with you financing options available to and discuss various ways you can protect your automotive investment

This entire process should take about 20 -25 minutes, please be sure to ask any questions you have



WE WILL REVIEW THE FOLLOWING WITH YOU

- The agreed upon deal figures
- Vehicle registration information
- Insurance verification
- Financing options
- Available products & services
- Sales and finance documents



TESTER ASSURANCE PROGRAM

Complimentary 1-Year Vehicle Return Plan

When any of the following occur:

- Involuntary unemployment
- International employment transfer
- Permanent change of station (military)
- Self-employed personal bankruptcy
- Driver's license loss due to illness or injury
- Physical disability or accidental death

Have peace of mind knowing you can:

- Return your vehicle
- Free yourself from payments
- Positively eliminate your loan
- Protect your credit
- Have 3 months of payments made for you



prev next

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TESTER ASSURANCE PROGRAM
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PERMA PLATE

Interior Coverage: Food & beverage, oil & water based inks & dyes, pet, lipstick & make-up stains; leather & vinyl fading & cracking, accidental rips, tears & burns, loose stitching

Exterior Coverage: Weather induced fading, oxidation, loss of gloss, industrial fallout, acid rain, bird droppings, insect, tree sap, road salt & deicer stain damage; headlight yellowing, brake dust

Why believe in ...

Keith Whann

Attorney, Entrepreneur, Author, Speaker, Industry Expert

-
- Founder and CEO of The Whann Group
 - leading national authority providing compliance, training and technology solutions to the industry
 - Former Outside General Counsel for the Ohio Automobile Dealers Association
 - Former Outside General Counsel for the National Independent Automobile Dealers Association
 - Founded The Whann Technology Group which developed the WTG simulcast, management system and mobile technology solution used by over 150 auctions throughout North America, South America and Europe



“Selling a car today is about the Customer Experience!” – KW.

Leverage These Forces

- Simplicity
- Transparency
- Process
- Compliance
- Technology
- Industry Expertise



To create your

Superior Customer Experience

i  ComplyCar

i  ComplyPro