

Lead created to deal finalized

**3 days**

(online and in-store)

Deal opened in Showroom to pushed to DMS

**43 minutes**

Number of changes to deal structure

**20**

Total Gross Profit

**\$2,917**

## Purchase Timeline

8/9 • 3:46 PM



Salesperson **shared link with customer** to engage with the deal

8/9 • 4:29 PM



Customer made multiple edits, changing term and down payment **7 times**

8/12 • 11:15 AM



Customer visited the store and **deal opened in AutoFi Showroom** by salesperson

8/12 • 11:16 - 11:41 AM



Down payment and term **changed 13 times**

8/12 • 11:42 AM



Application **submitted and approved**

8/12 • 11:54 AM



Offers **viewed and accepted**

8/12 • 11:58 AM



**Deal pushed to DMS** from AutoFi Showroom

### Customer Google Review

*"Best car buying experience. Had the pleasure of dealing with (Sales Rep). NO pressure to buy anything, **laid out pricing cost at the beginning and no additional surprises and no having to wait for the finance guy.** Best price from the start and accommodating at every turn."*