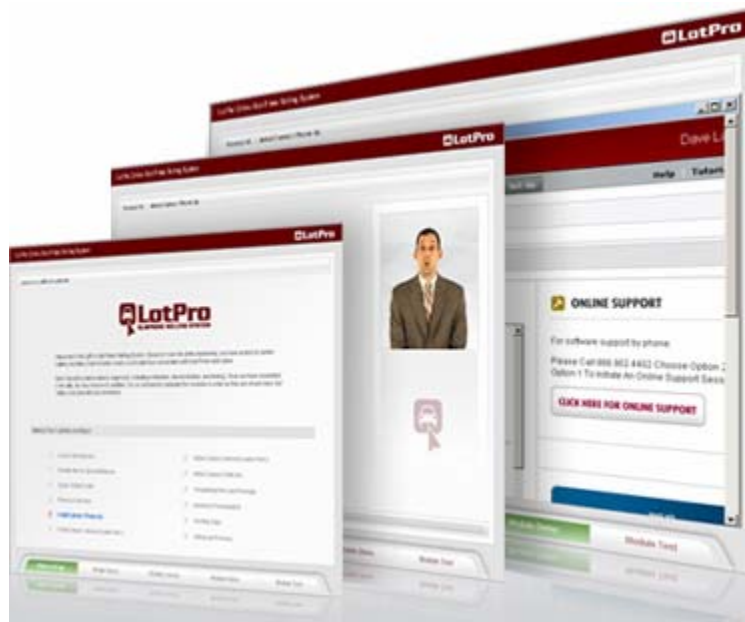




A Documented, Time Tested Solution for
Long Term Success in Subprime Sales



Module Home Page

LotPro SUBPRIME SELLING SYSTEM ACE Admin | ACE ([sign out](#))

Welcome ACE Admin

Welcome to the LotPro Sub Prime Selling System. Based on your role at the dealership, you have access to certain training modules. Each module covers a particular topic associated with Sub Prime auto sales.

Each module contains several segments, including instruction, demonstration, and testing. You do not need to complete the modules in order as they are shown here, but doing so is generally recommended.

Select a Training Module to Begin

<input type="checkbox"/> Course Introduction	<input type="checkbox"/> Interpreting Credit Reports
<input type="checkbox"/> Managing Risk	<input type="checkbox"/> Income & Debt
<input type="checkbox"/> Advertising & Marketing	<input type="checkbox"/> Lender Selection & Relashing
<input type="checkbox"/> Intro to Special Finance	<input type="checkbox"/> Inventory Selection
<input type="checkbox"/> Types of Bad Credit	<input type="checkbox"/> Inventory Presentation
<input type="checkbox"/> Lender Mix	<input type="checkbox"/> Deal Structure
<input type="checkbox"/> Inventory Mix	<input type="checkbox"/> Closing the Deal
<input type="checkbox"/> Process Overview	<input type="checkbox"/> Switching from Prime to Sub Prime
<input type="checkbox"/> Initial Contact: Phone-Up	<input type="checkbox"/> Verifying Stips

Lesson Home Classroom Demonstration Testing Lessons

Classroom Module

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Training Module: Initial Contact: Phone-Up Notes Home

6 Objectives to the Call

1. Qualify the Prospect
2. Get their Contact Information
3. Set a Meeting
4. Give them your Contact Information
5. STIP List
6. Prevent them from Shopping

01:30 / 06:51

Module Overview **Classroom** Demonstration Testing Lessons

Demonstration Module

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Training Module Initial Contact: Phone-Up [Notes](#) [Home](#)



Sample Phone-Up Conversation

- Fill out the Phone-Up Worksheet as you listen to the audio clip
- The player controls at the bottom of this page can be used to pause or go back



Module Overview Classroom **Demonstration** Testing Lessons

Quiz Module

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Training Module Initial Contact: Phone-Up [Notes](#) [Home](#)

Question 3 of 10

What information did the Salesperson forget to get from the phone up?

- Was bankruptcy discharged, what kind of bankruptcy, residence type
- Residence type, vehicle preference, was bankruptcy discharged
- Address, residence type, vehicle preference
- None of the above

[Continue](#)

Module Overview Classroom **Demonstration** Testing Lessons