

## 9 Square Presentation After

### Test drive trial close,

*Immediately after the demonstration drive ask;*

### After test drive do a trial close,

- a) Let's go inside so I can show you how easy it is to do business here! Okay ?
- b) By the way, we have surveyed Hundreds of Customers and there are two things they all say they wanted to accomplish at the Dealership – Test Drive and Get Numbers! Let's get those numbers!

Great! :-) follow me.

Would you like something Cold or Hot to drink?

Also, I want to make sure this vehicle is still available because we have an internet department that sells vehicles 24/7, I will be right back with your numbers.

### Inside at your desk;

"Congratulations!!

We have taken the time to fully prepare 9 retail payments with various amounts down.

Based on the market values of the vehicle you've selected  
(if there is a trade) and your current vehicle

Simply take this pen, and circle the payment and down payment that best fits your budget, simply Okay at the bottom

And I'll get the vehicle ready for you."

Be quiet!

The first person to speak usually loses.