

Success Wheel



3 Stages of Team Learning

GAIN CONSENSUS	CREATE CONSISTANCY	COACH AND REFINE
<ul style="list-style-type: none">• Figure out the strategy for your dealership and get everyone on the same page.• Implement certifications for all employees.• No one handles leads until they are certified.	<ul style="list-style-type: none">• Set up daily and weekly training programs that review the certification.	<ul style="list-style-type: none">• Manage the benchmarks that lead to success.• Use these benchmarks to hold everyone accountable and use training to refresh and coach.