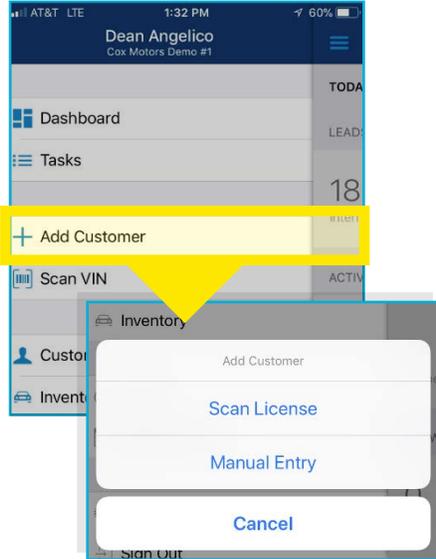


Connect Mobile

Connect CRM Dashboard: Adding a Customer

Select *Add Customer* from the main menu dashboard then choose *Scan License* or *Manual Entry*.



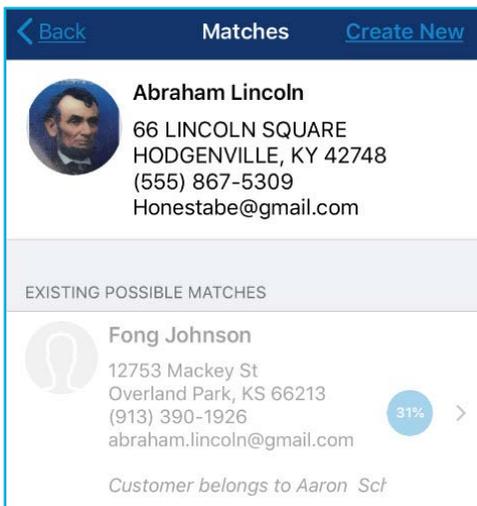
1. Scan License

To scan the front of the drivers license, tap on the screen to capture the image and then select *Use Image* to continue. Repeat the same process for the back.



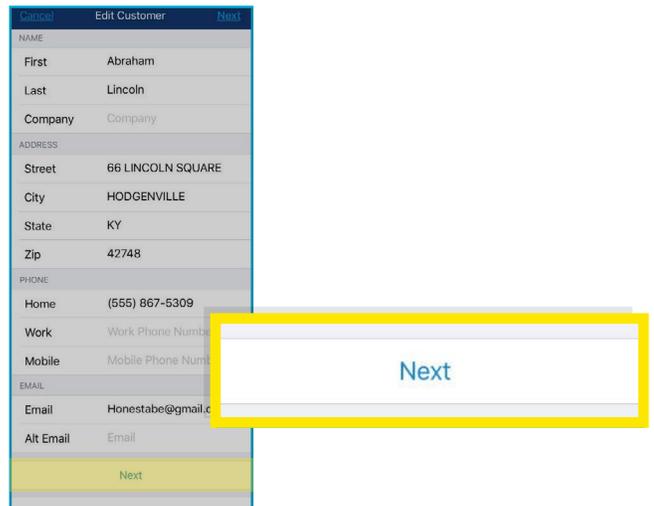
2. Confirming or Adding to the Customers Information

To create a new customer if the customer is not a match, click *Create New*. If the customer is already in the system, click on the profile below.



3. Editing the customer's information:

After selecting the customer or *Create New*, the edit screen will open. From this screen, update the customers information as needed and add any additional phone numbers and email addresses. Once complete, click *Next* to continue.



4. Lead Type & Lead Sourcing

After clicking *Next*, the *Add Lead* screen will appear. Enter the lead type, lead source, and hit *Save*.

Matches Add Lead Save

Type Walk-in

Source Car Show Event

Sales Rep Deano Bambino

Sales Rep 2 Select Sales Rep 2

Start Visit?

Save

5. Customer Dashboard

The customer dashboard houses all the customer information similar to the desktop customer dashboard. From here appointments can be set, notes and the co-signer can be added, and activities can be performed.

Customers Customer Edit ...

Info Vehicles Leads Tasks Attachments

Abraham Lincoln

Waiting on tax returns

Start Visit Scan DL Create Appt. Edit Memo

NOTES

Must have sunroof. Tall fella and wears a big hat

Sales Rep C Unknown Us

Deano Bambino • last month Deano Bambino

6. Adding a Vehicle

There are two ways to add a vehicle of interest. Select from the inventory or by scanning the VIN. To add a vehicle to the customer dashboard, click *Add Vehicle* at the bottom, select the vehicle of interest, select the vehicle from inventory, and click *Add*.

Customers Customer Edit ...

Info Vehicles Leads Tasks Attachments

Add a Vehicle

Vehicle of Interest

Trade-In

Cancel

Cancel Add Vehicle Add

ALL VEHICLES

New TESTAWST - 15 miles \$35,670

2018 Aston Martin Vanquish Used TEST

1995 Audi A6 Used 4D72749A - 177,755 miles \$1,778

2018 Audi Q3 New 011527 - 1 mile \$25,000

2011 BMW 328i

* Click here to use filters or search

Cancel Refine Search Apply

VEHICLE CATEGORIES

All New Used Certified

LEAD/OPPORTUNITIES

VIN VIN

Stock # Stock #

From Year No Min

To Year No Max

Make Make

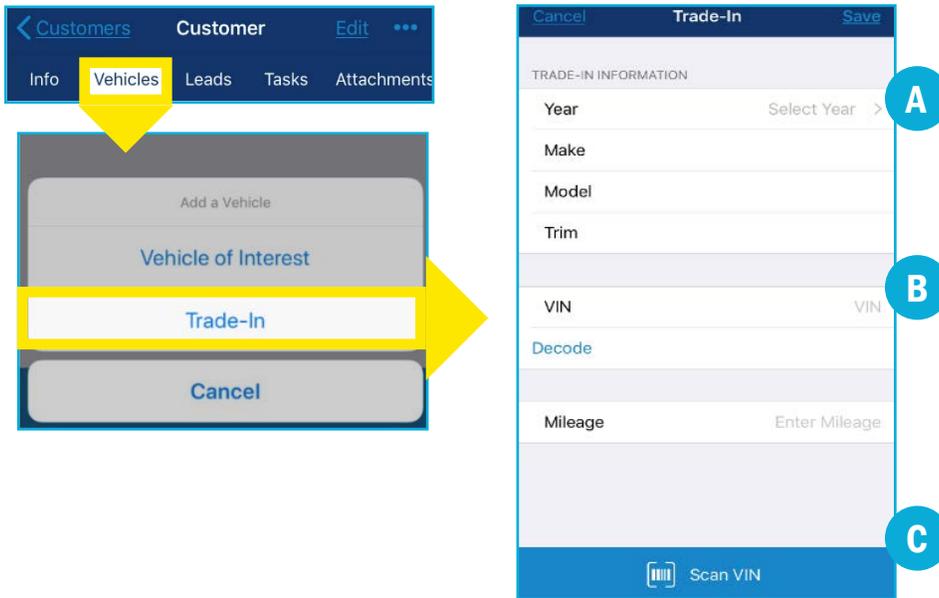
Model

From Price No Min

To Price No Max

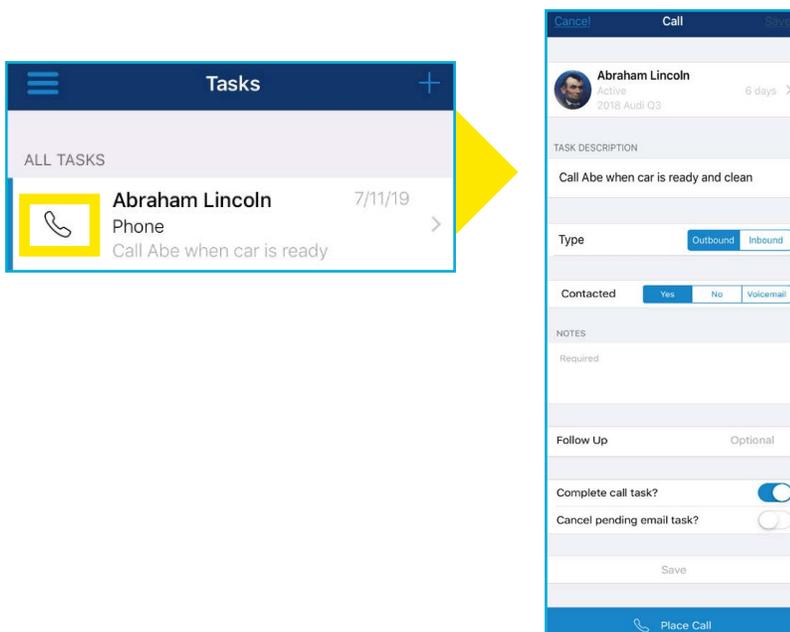
7. Adding a Trade

To add a trade in, click *Add Vehicle* at the bottom, select *Trade-In*, click the *Trade-In* tab. There are 3 different options for adding a trade: a) manually enter the information, b) inputting the Vin and click decode, or c) scan the Vin.

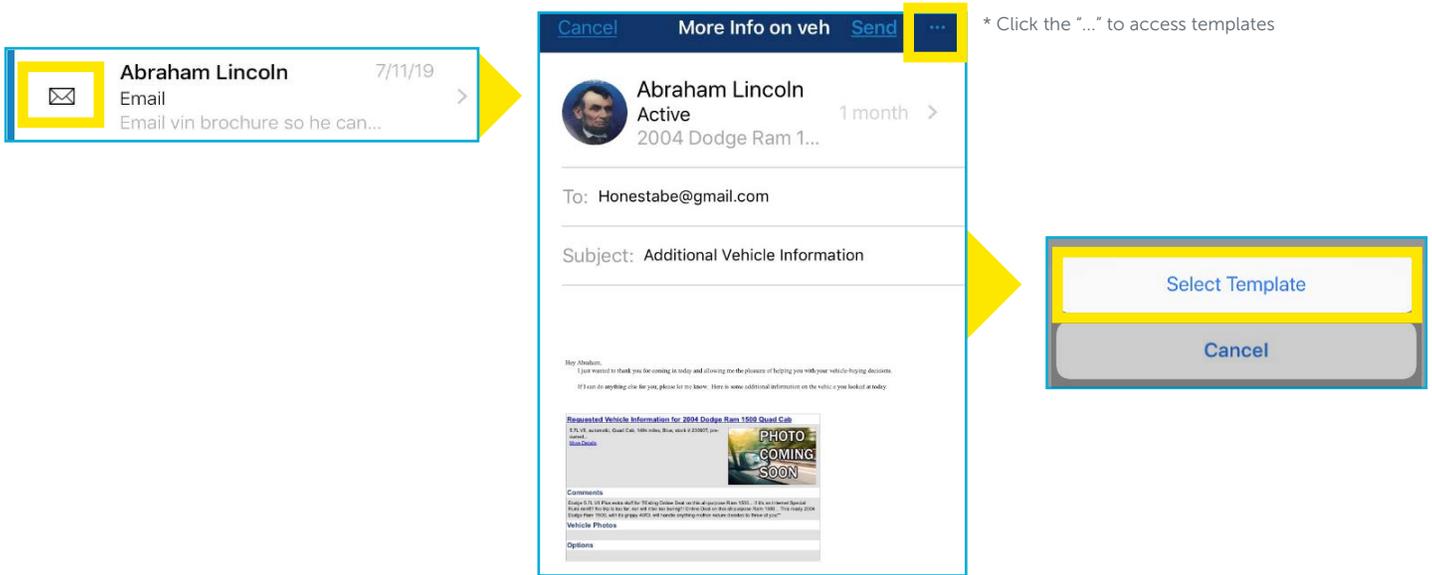


8. Completing Tasks

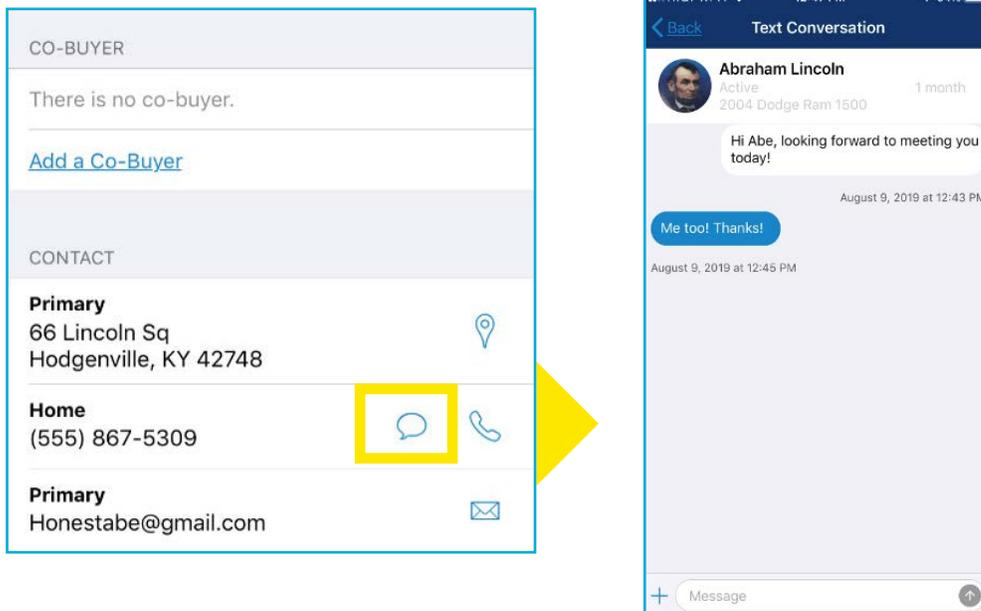
Tasks can be completed from the main menu or from the customer dashboard. To complete a **call task**, select the *Phone Icon* under the customer name. The log call screen will open. Place the call, log the information and select *Save*.



To complete an **email task**, click on the *Email Icon* under the customer name. The email screen will open. To access email templates, click the *three dots* on the top right corner, choose the template and hit *Select Template*. The template can be edited. Hit *Send*.



In order to **send a text**, the customer must first be opted in. Once the customer is opted in, the text bubble on the customer dashboard will be highlighted. Click on the *text bubble*, the text screen will open and begin the text.



9. Leads Tab Main Menu

The lead bucket can also be accessed from here. To claim leads from the lead bucket, click on the lead to be claimed. Next click *Claim Lead* at the bottom. Click *View Lead* to access the customer dashboard then click on the *Tasks* tab on the customer dashboard to complete any necessary task associated with the lead.

