

Digital Dealer

Dale Pollak

Perfect Dealership Max Zanan,2017-11-07 Remember travel agencies? They were a thriving business not so long ago. Then online services transformed the industry, and brick-and-mortar travel agencies died--and died quickly. Today, traditional car dealerships are facing much the same threat. Innovative and convenient digital startups and services threaten to disrupt the traditional car-sale process, egged on by consumers who aren't happy with the existing sales process. If car dealerships don't adapt, they too will face an industry-wide extinction. Perfect Dealership offers help and hope for dealerships struggling to adapt to this digital-based paradigm shift. Consultant Max Zanan applies fifteen years of automotive-industry experience to the future of the car dealership. Arguing that dealerships must make significant changes if they are to survive the coming storm, Zanan takes a close look at every department within the business, including human resources,business development centers,information technology,parts and service, andfinance and insurance.By improving the role of each department and transforming them from individual echelons into a cohesive whole, Zanan offers a road map for the creation of a perfect dealership--the only way to remain relevant and solvent in the digital age.

The Digital Dealership Volker Jaeckel,2014-11-13 The automotive digital marketing arena and the desired success for creating an optimal online exposure for your cars and your dealership can be overwhelming. This book will give you an insight how to conquer these digital obstacles and become victorious in today's online operations of a modern car dealership via tried, tested and implemented processes. When you are looking for a battle worn roadmap to success, seeking a structured approach for a plan of attack showing indeed somebody has walked the walk and not just is talking the talk - The Digital Dealership will assist you to minimize mistakes, maximize efficiency, detect and address obstacles and defeat your competition. The Digital Dealership will permit intimate insights on how your customers are using the web to find their next ride. You will further discover that the model of the Sales Funnel has shifted and that is now more than ever important to allow your business intelligence, also known as Analytics and Metrics align with your next tactical steps to create your stronghold of a complex online as well as offline Marketing strategy. From assembling your team of digital specialists and online sales troops, to nourishing a healthy team environment over to having indeed a solid plan drafted and mapped out, this guide will walk you through step by step to create and execute a digital strategy that counts. > Learn how to drive your strategic operations and establish checkpoints > Know and understand your competition and how they affect your strategy > Decide on your approach how, when and what you will tackle with the right marketing vehicles > Discover proven techniques and tips that will accelerate your overall digital goals Finally, a practical, (online car-sales) battle-worn blueprint on how to build a quality digital strategy, and implement the necessary steps and processes for your dealership that have propelled online sales people and marketing peeps to the top of their profession. After this read, you and your teams will sell more cars. Congratulations to you having chosen this beautiful and wonderful career path.

Digital Marketing Blueprint Chris Martinez,2020-09

Blind Spots Jeremy Anspach,2021-06-29 THE SECRETS TO DRIVING HIGH-OCTANE PROFITS. It's time for dealerships to open their eyes to marketing blind spots--and embrace innovative twenty-first-century strategies before it's too late. The rise of digital marketing has forever changed how dealers interact with consumers--and understanding how to use these new cyber-selling tactics is critical for dealers who want to combat shrinking margins and new industry disrupters. For the first time in book form, Jeremy Anspach lays out these revolutionary methodologies in plain, easy-to-understand language, designing how-to concepts that will help you avoid drowning in useless data--and focus on the proven metrics that matter. This is the fact-based guidebook the industry has been waiting for, providing easily executable solutions for gaining market share and building a powerful advantage over your competition. That's why Rhett Ricart, 2020 NADA Chairman and CEO of Ricart Automotive, says, This is a book that every dealer principal should be required to read.

Whole Truth Dale Pollak,2022-07-12 Dale Pollak unveils the truth, and nothing but the whole truth, on how to make more money from selling wholesale vehicles As a cofounder of the successful dealership, Pollak Cadillac, with nearly four decades of experience, Dale Pollak's insight is invaluable to both car enthusiasts and to those in the automotive industry alike. He was the sole founder of vAuto—a premier inventory management solution provider for franchise and independent dealers—and now serves as the executive vice president at Cox Automotive. His groundbreaking text Whole Truth: A Fresh Money-Making Method to Wholesale, the Most Misunderstood Side of Your Business dissects the systemic difficulties that dealers and car wholesalers face today. With today's technology and data science, used-car valuation is growing ever stronger in the wholesale industry despite the recent global pandemic. Yet dealers are still settling for too little when they sell. Pollak teaches techniques of mindful curation, double-barreled business, and his very own Project Bluebird Guaranteed Profit Model to outline how car dealers can turn a net profit on their wholesale inventory. You can expect: --Greater understanding of the disparity between dealers and top-performing wholesalers. --A comprehensive and controllable method to achieve consistent wholesale profits every month. --A new perspective on the wholesale market as an efficient, transparent, and profitable business. --And much more. The car industry is one of the most innovative in the world, yet its wholesalers face financial challenges that can drive them out of business. Pollak's expertise as a leader in the field grants him unmatched prestige. His concrete solutions for wholesalers will uplift not just their businesses, but the car industry as a whole.

Drive More Business Beth Powell,2016-02-28 A step by step guide to online marketing for Australian auto dealers

Car Dog Millionaire Jim Flint,Michelle Lenzen,2016-01-25 Showcasing the undeniable link between online presence and automotive sales, this marketing guide combines a unique quiz show spin with vital information on how to make more money selling cars.

CDK Digital Marketing Florian Zettelmeyer,Greg Merkley,2016 Four years into a five-year contract with General Motors to be the exclusive website vendor to its U.S. network of more than 4,000 dealers, CDK Digital faced a crucial contract renewal at the end of 2012. The case follows Melissa McCann, director of strategic marketing, and Chris Reed, CMO, as they prepared for a critical meeting in July 2011: a presentation to the customer relationship management (CRM) subcommittee of the Chevrolet dealer council. Although GM dealers, like all auto dealers in the United States, were independent franchisees, GM saw the renewal of CDK Digital's exclusive contract as a collaborative decision between dealers and GM. According to Ed Vogt, GM's executive in charge of the renewal, if the dealer councils said no, the contract would not be renewed. This case challenges students to use CDK's big data and analytics capabilities to address the inherent conflict between dealers and manufacturers: when marketing to potential customers, manufacturers wanted consistency across dealer websites to maximize sales of their targeted brands, while dealers wanted flexibility to sell what they had in inventory. After analyzing the case, students will be able to: - Demonstrate how big data and analytics can be used to solve channel conflict - Explain how franchisors and franchisees have different perspectives on the value of data on retail operations - Recognize benefits of big data and analytics beyond the obvious potential improvements to marketing and operational effectiveness - Articulate the value of data analytics for channel management - Appraise the benefits of real-time website customization.

Like I See It Dale Pollak,2017-10-17 Simply Selling More Cars Won't Be Enough: Revolutionizing the Retail Automotive Industry Dale Pollak believes that the car business—and the dealers who make their living in it—are in

more trouble than anyone cares to admit. After four decades and three best-selling books, Pollak has witnessed the trials and triumphs of the retail automotive industry from a vantage point that few get. While car dealers are making good money, he warns that the industry is at a critical turning point, with too few paying attention to how inefficiency and lack of transparency are sapping the industry's true potential. Amid the ever-faster confluence of technology, the Internet, and changing consumer preferences, the future prosperity of the industry is far from secure. Like I See It offers practical solutions, such as making the sales process more customer-focused and digitally driven to encourage sales, managing new and used inventory to mitigate margin compression, and ending factory bonus checks. It spurs much-needed conversations and sets guideposts that help dealers, OEMs, and solution providers improve how they do business. It also shows dealers how to stay relevant, evolve to keep up with the changing times, and deal with issues like high personnel turnover and the coming disruption of ride-sharing, self-driving cars, and Millennials who don't want (or can't afford) to own a car. Pollak believes that success will come to dealers who recognize that each customer engagement is a chance to make a positive impact and create a bond. He offers a collectively minded approach that will help build a better, more profitable, and prosperous retail automotive industry for tomorrow.

A Car Dealer's Guide to Google My Business George Nenni,2020-02-02 You never get a second chance to make a good first impression! It's estimated there are more than 2 trillion Google searches per year--and 46 percent of all Google searches seek local information. But when shoppers find your store online, will they come? In this timely how-to book, online marketing guru George Nenni walks you through the process of mastering Google My Business, a free online platform for listing your key business information, including address, contact information, photos and reviews. Google My Business is a proven tool for helping businesses increase their visibility with local shoppers. A Car Dealer's Guide to Google My Business shows you how to: * Create a GMB account for single or multiple locations * Refresh and verify your GMB content to stay current * Answer customer questions and monitor reviews to protect your brand * Know which queries car shoppers use for better SEO * Know where customers are searching by zip code * Oversee your listing analytics via the GMB dashboard. Don't just help car buyers find you on Google Search or Google Maps, sell them at the point of discovery!

Velocity Dale Pollak,2008 Retail automotive expert Dale Pollak reveals how dealers in today's pre-owned automotive marketplace can shift out of low gear toward accelerated profits.

Adapt Or Die: How the Internet Is Destroying Dealer Profits and What to Do about It Kurt Baumberger,2010-01-28 The Internet is destroying Dealer profits. One look at a Dealership's financial statements shows Dealers need to change how they go to market. Consumer-centric, insightful, implementation savvy, the author worked with Amazon, Dell, Best Buy, and others to build their E-Commerce businesses. Now, in this straightforward and revolutionary book, Baumberger shares his online retailing wisdom with the automotive industry.You'll see why old Dealership retail approaches won't work - and what simple, proven, profitable strategies exist today to get a jump on online solutions that will profitably drive sales in the next decade.Dealers will learn about how to stop customers from squeezing every nickel out of a deal, how to prevent implementing tactics in search of a strategy, how to build a virtual foundation for new, pre-owned, and fixed operations.

Velocity Overdrive Dale Pollak,2012-10-02 Velocity Overdrive shifts the discussion of velocity principles and metrics to the next level. Across North America, dealers are no longer assured of profitability and prosperity. Today's environment is defined by increased competition, a greater degree of market volatility, ongoing margin compression and fast-changing consumer expectations. -- Page 2 of cover.

PC Mag ,1993-10-12 PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology.

Broker-Dealer Law and Regulation, 5th Edition Poser, Fanto, Gross,

Official Gazette of the United States Patent and Trademark Office ,1988

Automotive Compliance in a Digital World Gilbert Van Over, 3rd,2018-03-17 Industry veteran Gil Van Over III explains the basics of legal compliance in the modern dealership world.

Win the Game of Googleopoly Sean V. Bradley,2015-01-21 Rank higher in search results with this guide to SEO and content building supremacy Google is not only the number one search engine in the world, it is also the number one website in the world. Only 5 percent of site visitors search past the first page of Google, so if you're not in those top ten results, you are essentially invisible. Winning the Game of Googleopoly is the ultimate roadmap to Page One Domination. The POD strategy is what gets you on that super-critical first page of Google results by increasing your page views. You'll learn how to shape your online presence for Search Engine Optimization, effectively speaking Google's language to become one of the top results returned for relevant queries. This invaluable resource provides a plan that is universal to any business in any industry, and provides expert guidance on tailoring the strategy to best suit your organization. Coverage includes an explanation of the mechanics of a search, and how to tie your website, paid ads, online reputation, social media, content, images, and video into a winning SEO strategy that pushes you to the front of the line. The Page One Domination strategy incorporates all the ways in which you can beef up your Internet presence and online reputation. This book is a clear, straightforward guide that will knock down the silos of the Internet and teach you exactly how to integrate all aspects of content creation into a synergistic, SEO strategy. Understand how search engines return results Design an effective, all-encompassing SEO strategy Create the content that gets page views and improves rank Optimize social media and video as part of an overall SEO plan The rules of SEO are always changing, and following outdated rules can actually work against you, burying you at the bottom of the pile. This book will spark a paradigm shift in how you think about SEO and gives you the tools you need to craft a strategy tailored to your specific market. To be successful, you need to be on page one of Google, and Winning the Game of Googleopoly can show you how to get there.

InfoWorld ,1993-09-20 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

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