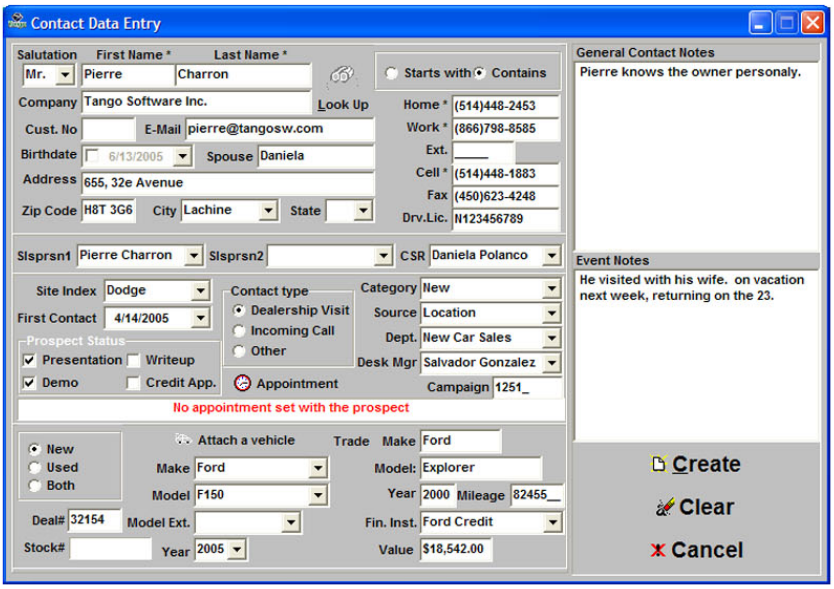
Showroom Control



Don't ever loose track of your showroom prospects. Using a simple data entry form, you will help Tango help you remember how many new prospects you've added to your system, how many times they came and/or have communicated with the dealership and finally, how many bought.

Tango's drivers license scanner will eliminate the need for an upcard.

Move your prospects from the "Active" to "medium" or "long term" pipeline and keep track of people that are "upside down" in their existing commitment. Let our state of the art Tango Work-plan Builder adapt your follow-up strategy based on events and current status.

Find our your closing performance by salespeople, parsed by prospect category (new showroom prospects, referrals, service customers, repeats) and by number of visits.

Category: W/IN

						Other	Outgoing Calls				Incoming Calls							
Contact Date	Prospect Name	Salesperson	Split	Cat.	Source	App	Calls	Reach.	App	Shows	Calls	App	Shows	Visits	BB	Test Drive	Write-Up	Sold	Status
10/12/2002	Sherif Aboud	Pierre Charron	No	W/IN	T.V. Ad	0	0	0	0	0	0	0	0	1		10/12/2002	10/12/2002	No	Sold
10/12/2002	Denis Dube	Pierre Charron	No	W/IN	T.V. Ad	0	4	2	1	1	0	0	0	1	X	10/12/2002	10/12/2002	2/26/2003	Active
10/21/2002	Leonor Santodomingo	Pierre Charron	No	W/IN	Unknown	0	5	5	1	2	1	0	0	3	X	8/26/2004	8/26/2004	No	Active
10/21/2002	Cindy Garcia	Pierre Charron	No	W/IN	Unknown	0	3	2	0	0	0	0	0	1		No	No	No	Active
10/30/2002	Conna Pilkey	Lucie Richard	No	W/IN	Unknown	0	1	1	0	0	0	0	0	1		10/30/2002	No	No	Active
10/30/2002	Iveline Sgarione	Margarita Silva	No	W/IN	Aug.23rd	0	3	2	0	1	0	0	0	1	X	3/10/2004	No	No	Active
11/6/2002	Ann Marie Ebdrup	Pierre Charron	No	W/IN	Factory 0%	0	0	0	0	0	0	0	0	1		11/6/2002	No	No	Idle
11/11/2002	Albert Einstein	Doug Brooks	No	W/IN	Unknown	0	2	2	1	0	0	0	0	1		11/11/2002	11/11/2002	12/13/2002	Sold
11/13/2002	Mike Franklin	Lucie Richard	Yes	W/IN	Unknown	0	4	4	0	0	2	0	0	1		No	No	No	Active
12/10/2002	Denis Dobson	Doug Brooks	No	W/IN	Unknown	0	0	0	0	0	0	0	0	1		No	No	No	Active
12/16/2002	Ana Avila	Pierre Charron	No	W/IN	Unknown	0	2	1	0	0	0	0	0	2	X	No	No	1/22/2003	Backed Out
12/16/2002	Ellen Cumpian	Doug Brooks	No	W/IN	Unknown	0	0	0	0	0	0	0	0	0		No	No	11/30/2002	Delivered
12/21/2002	John Test	Doug Brooks	No	W/IN	T.V. Ad	0	1	0	0	0	0	0	0	1		12/21/2002	12/21/2002	No	Active
12/21/2002	Owen Rachal	Margarita Silva	No	W/IN	T.V. Ad	0	5	2	2	1	0	0	0	1	X	1/27/2004	1/27/2004	9/1/2004	Delivered
1/23/2003	Jessica Wanger	Pierre Charron	No	W/IN	Factory 0%	0	7	4	1	3	0	0	0	1	X	No	No	No	Active
1/28/2003	Paul Lamoureux	Pierre Charron	No	W/IN	Unknown	0	2	2	1	1	0	0	0	1	X	9/25/2003	9/25/2003	9/25/2003	Not approved
1/28/2003	Allan Garlock	Doug Brooks	Yes	W/IN	Unknown	0	0	0	0	0	0	0	0	1		No	No	No	Active
2/3/2003	David Jackson	Doug Brooks	No	W/IN	Factory 0%	0	5	1	0	0	0	0	0	1		No	No	No	Bought
2/13/2003	Don Logan	Pierre Charron	No	W/IN	Unknown	0	1	1	1	1	0	0	0	1	X	No	No	No	Active
2/18/2003	John Pete	Doug Brooks	No	W/IN	Unknown	0	0	0	0	0	0	0	0	1		10/1/2003	No	No	Active
3/8/2003	Lourdes Bolanos	Pierre Charron	Yes	W/IN	Factory 0%	0	0	0	0	0	0	0	0	1		3/10/2003	3/12/2003	9/1/2004	Delivered

And let Tango assist you in recording your sales and profits.
You will always know where you stand.

Salesperson	Walk-in guests	Incoming Calls	Others/ Internet	Total	Demos	Write-Ups	Solds	New	Used	Front-end Profit	Back-end Profit	Hold	Total
Doug Brooks	12.0	7.0	3.0	23.0	7.5	8.0	10.5	5.5	3.5	3,904.22	3,750.88	160.50	7,815.60
Lucie Richard	2.0	0.0	1.0	3.0	1.5	0.5	1.0	1.0	0.0	2,354.00	2,321.00	0.00	4,675.00
Pierre Charron	33.5	5.5	2.0	43.0	21.0	17.0	13.0	10.5	2.5	3,435.50	3,857.50	251.00	7,544.00
AVERAGE	15.8	4.2	2.0	23.0	10.0	8.5	8.2	5.7	2.0	3,231.24	3,309.79	137.17	6,678.20
TOTAL	47.5	12.5	6.0	69.0	30.0	25.5	24.5	17.0	6.0	9,693.73	9,929.38	411.50	20,034.60