

**CONFIDENTIAL MEMORANDUM
INTERNET SALES EXPERIENCE
MANAGEMENT ACTION PLAN**

**KARL C. KERSCHNER
REINEKE FAMILY DEALERSHIPS, INC.
NADA ACADEMY CLASS 350-07**

I. CHALLENGE TO ADDRESS

During class week, one of our projects was to contact our Used Car Department from the Dealership website and inquire about a used vehicle. I did so and was quite disappointed by the results of my inquiry. Our dealership's response was lackluster by any standard.

Once I returned, I followed up with our leadership and determined that we do not have adequate policies, protocols, and controls in place for managing internet leads through our Used Car Department. Quite simply, we are not capitalizing on internet sales opportunities.

As a result, I've undertaken a more detailed analysis of our Internet Sales Experience in an effort to determine the steps needed to improve our customers' experience and, thus, our used car sales from internet-based leads.

II. OVERALL OBJECTIVE & DESIRED RESULTS

Our overall objective is to provide our customers with a **First Class Internet Sales Experience**. As a complement to achieving the foregoing objective, our primary desired results are as follows:

- To create more symmetry among our eight dealerships' Used Car Departments.
- To create a standard and reliable process for engaging prospective customers who contact us with internet leads.
- To provide our Used Car Department team with resources, consistent templates, and training in an effort to achieve our desired symmetry and consistent customer engagement process.
- To ensure we are optimizing our internet-based resources, including our website, third party information technology vendors (e.g., marketing vendors), and Google resources and analytics.
- To implement auditing and internal reporting processes to ensure our strategic plan is appropriately implemented and monitored over the course of time.

The below Research & Findings provide the background necessary to understand our current situation and needed improvements. The Action Plan & Timelines set forth further below describe the strategic planning steps we will take to implement the necessary Internet Sales Experience improvements.

III. RESEARCH & FINDINGS

In follow-up to our class week and meetings with our leadership, I evaluated the Internet Sales Experience with each of our dealerships through the www.drivereineke.com website.¹ My processes, findings, and observations are set forth below.

1. On Thursday, September 19, I Googled “**Reineke Used Cars**” and our pages showed up prominently under the paid and unpaid searches (**Attachment “A”**).
2. On Thursday, September 19, I also Googled “**Findlay Used Cars**”—which is a more likely search query for our customers—and we weren’t nearly as prominent. We did not show up on any paid ads, but did show up **once** on the first results page in the highlighted Google section (**Attachment “B”**).
3. On Monday, September 23, I again Googled “**Findlay Used Cars**”, are our search results were a bit stronger, with our paid ad showing as the first result and our dealership showing on the first results page in the highlighted Google section (**Attachment “C”**).
4. Interestingly, on Monday, September 23, I also Googled “**Used Cars Findlay Ohio**” and our dealerships showed up much more prominently (**Attachment “D”**). As you can see, we showed up in 2 of the 3 paid ads and in 2 of the 4 Google featured results.
5. Based on my internal discussions with our Marketing Department, I understand that our dealerships often show up more prominently in search results early in the week, and that our web presence may wane later in the week as our ad budget and spend for the week decreases.
6. If that is the case, I’ve recommended that our team evaluate when people are most likely to buy used cars online. It’s certainly possible that used car internet shopping increases toward week’s end, just when our web presence is decreasing.
7. I’ve also recommended that our team evaluate the propriety of our ad buys as it relates to search queries. It’s a bit disconcerting that we showed up much stronger on the “**Used Cars Findlay Ohio**” search when contrasted with the “**Findlay Used Cars**” search.

¹ **Note:** My research is based on the www.drivereineke.com website. I noticed that other dealerships, including our Findlay Ford Lincoln dealership, maintain their used car inventory on the www.drivereineke.com website as well as their own website: www.reinekefordfindlay.com. The websites are different, and each contains positive and negative attributes.

8. Overall, the Drive Reineke used car internet site was relatively user-friendly. The interface was good and we provide detailed vehicle descriptions. We also have a strong “**filter**” feature on the left side of the web browser, which easily allows the customer to narrow the search query to find the used car they want through a variety of helpful “**filter**” options.
9. While the web interface is generally solid, some dealerships do a better job than others. For example, the **Findlay Ford Lincoln** dealership does a great job providing actual photos of their used vehicles (**Attachment “E”**). The **Lima Nissan** dealership does a far worse job with photographs, with 4 of the 5 first listed vehicles including “stock” photos, rather than actual photos of the used vehicle on the lot (**Attachment “E”**).
10. Another concern is the “**Lock In E-Price**” feature on www.drivereineke.com. When I searched vehicles on our website, I was struck by the heavy use of the “**Lock In E-Price**” feature (**Attachment “F”**). The use of that feature may create an unnecessary barrier for our customers.
11. For example, I wasn’t able to simply email our dealerships with vehicle questions from our site.² Rather, I had to click the “**Lock In E-Price**” button and provide my name and email address—without the ability to simply email the dealership directly (**Attachment “G”**).³
12. From there, I had to wait for a Reineke response email. The response email was automated and was sent pretty quickly, but comes across poorly in my view.
13. The sender’s name is not associated directly with us. Rather, the sender is listed as “**Jazel Leads**”—which comes across as impersonal and as a transparent marketing lead source (**Attachment “H”**). I don’t believe the Jazel Leads branding does anything to advance our cause and it may hurt us more than it helps us.
14. Use of the “**Jazel Leads**” name in the “**From**” line of the email may, however, be necessary when using third-party marketing resources under the **CAN-SPAM Act**. As you can see, below, evaluation of **Legal Compliance** issues associated with electronic communication is one of the proposed going forward **Action Items**.

² **Note:** I created a new email account for this project: peytongreen1982@yahoo.com.

³ **Note:** By contrast, the Findlay Ford Lincoln website (www.reinekefordfindlay.com) allows customers to both “**Lock In E-Price**” and “**Ask a Question**”. When you attempt to ask a question, however, the Findlay Ford Lincoln website requires a customer to enter Name, Email, Phone, and Postal Code before adding Comments or Questions. The heavy use of required information may create unnecessary barriers for our customers.

15. The second layer of communication—the automated Jazel Leads email that I received—also does not permit me to directly communicate with the dealership. Rather, it provides the **template response** illustrated on **Attachment “I”**, the text of which is set forth below.

Jazel Leads (leads@jazelleads.com)
To: Peyton Green

Hi Peyton,

Thanks for requesting today's no-hassle price on your used 2015 Subaru Impreza Wagon. One of our friendly and professional staff will contact you soon!

Sincerely,
Reineke Family Dealerships

16. Rather than being able to initiate communication, I had to wait until the dealership provided a follow-up email message before having a contact point or other opportunity to connect with someone at the dealership.

17. To evaluate our Internet Sales Experience in greater detail, I sent initial used vehicle internet inquiries to each of our eight dealerships. I did so on **Thursday, September 19, 2019** between **8:50 a.m.** and **9:10 a.m.** The dealership communication that I received is set forth below and is memorialized in the attachments to this Management Action Plan.

Dealership	Initial Response	Notes
Reineke RV	No Response Provided	
Lima Nissan	No Response Provided	
North Baltimore	Troy (No last name provided) 09/19/19, 10:50 a.m.	Told me that vehicle about which I inquired “is going through the shop” and, as a result, directed me to visit our “8 locations” for another deal. Didn’t make any meaningful attempt to get a deal done. Communication set forth on Attachment “J” .

Findlay Ford Lincoln	Madison Willis Customer Relations Manager 09/19/19, 11:05 a.m.	Initial brief email promising salesman contact. No further contact provided as of 09/19/19. Follow-up email provided on 09/20/19 at 2:04 p.m. Communication set forth on Attachment “K” .
Tiffin Ford Lincoln	Initial Response: Jazel Template Email Via Baleigh Searles Internet Manager 09/19/19, 11:11 a.m.	Received template Jazel response. I did not respond to see if the Internet Manager would initiate non-template communication. No further contact provided as of 09/19/19. Follow-up email eventually provided two days later—09/21/19. Communication set forth on Attachment “L” .
Honda	Jason Crouse 09/19/19, 10:44 a.m.	Quickly responded and heavily negotiated. Generally tried to get a deal done and followed up often. Communication set forth on Attachment “M” .
Lima Ford Lincoln	Jennifer Boothby Customer Care Representative 09/19/19, 9:22 a.m.	Quickly responded but refused to provide any meaningful information. Pushed aggressively for an appointment without willingness to provide substantive responses. Communication set forth on Attachment “N” .
Upper Sandusky CDJR	Initial Response: Jazel Template Email Via Aaron Crowe 09/19/19, 9:31 a.m.	Quickly responded and negotiated. I purposely pressed the salesman a bit about professionalism to see how he’d react. He wisely brought in the GM without allowing things to escalate further. The GM handled things relatively well, but didn’t push to get a deal done on the vehicle at issue or another one, which was disappointing. Communication set forth on Attachment “O” .

IV. ACTION PLAN & TIMELINES

Item	Description	Responsible Party	Completion Timeline
1. Used Car Managers' Monthly Meetings	We currently conduct monthly strategic planning meetings for our Used Car Managers. Incorporate Internet Sales Experience as an agenda item and discussion topic for our monthly meetings.	Used Car Director	09/30/19
2. Email Templates	Develop and implement email templates for standard internet communications. The emails should be independent of any third-party marketing platforms.	Used Car Director; V.P. of Marketing	10/15/19
3. Internet Marketing Consultant	Evaluate engagement of internet marketing consultant to assist with used car internet marketing evaluation, business plan, and budget.	President; Used Car Director; V.P. of Marketing	10/15/19
4. Third-Party Marketing Platforms	<ol style="list-style-type: none"> a. Evaluate third-party marketing platforms (e.g., Jazel Leads). b. Determine whether third-party marketing platforms are a good fit for our business. If so, tailor communication to more closely represent our brand where legally permissible, rather than the marketing platform. If not, evaluate other sources or internal development of used car marketing platform. c. Evaluate ability to handle used car internet marketing internally through our CDK DMS & CRM platforms. 	Used Car Director; V.P. of Marketing	10/31/19

5. Used Car Internet Marketing Evaluation	Evaluate current internet marketing relationships and processes with our marketing and sales teams. Establish action plans and necessary improvements to address any deficiencies with our internet marketing and used car sales process.	Used Car Director; V.P. of Marketing	10/31/19
6. Legal Compliance	Ensure all electronic communication is legally compliant including, without limitation, compliance with CAN-SPAM Act and other regulations and laws governing electronic communication.	President & Chief Legal Officer	10/31/19
7. Uniform Internet Sales & Marketing Standards	Develop Internet Sales & Marketing Standards to be used across all dealerships.	Used Car Director; V.P. of Marketing; Leadership Team	11/15/19
8. Email Training	Conduct email training for our used car sales and marketing teams, which includes use of email templates, customer communication, customer sales, and effective use of our CRM platform.	Used Car Director; V.P. of Marketing	11/15/19
9. Sales Training	Conduct sales training, including internet-based sales training, for our used car sales and marketing teams.	Used Car Director; V.P. of Marketing	11/15/19
10. Used Car Internet Marketing Business Plan	Oversee Used Car Director's and V.P. of Marketing's preparation of written Used Car Internet Marketing Business Plan & Budget.	President & Chief Legal Officer	12/15/19
11. Auditing & Reporting	Once all of the foregoing Action Items are in place, implement quarterly Auditing & Reporting to ensure protocols set forth within this Plan are adhered to so that we may provide a First Class Internet Sales Experience.	President; Chief Legal Officer; Used Car Director	12/31/19

V. MEETING WITH STAKEHOLDERS

As part of this project, I met with our Used Car Director and V.P. of Marketing to discuss my Research & Findings (Section III) as well as the resulting, proposed Action Plan & Timelines (Section IV).

As part of the process, I went over the Attachments to this Management Action Plan in detail. Images and descriptions like those set forth in the Attachments really are worth a thousand words. They shared my concerns relating to some of our perceived deficiencies with our customer-based website interface and were surprised by the poor performance of our dealerships in response to my used car inquiries. Without hesitation, they agreed that we must substantially improve our performance.

To support our objective of providing our customers with a First Class Internet Sales Experience, our Used Car Director and V.P. of Marketing agreed we needed to implement broad **behavior changes, coaching, and training** in the following areas, as further set forth in the Action Plan & Timelines (Section IV):

- We agreed that we need to create greater symmetry and a uniform culture across our dealerships relating to the Used Car Internet Sales Experience.
- To do so, we will begin by placing substantial focus on our internet-based sales practices during our Used Car Managers' Monthly Meetings.
- We will stress that our Used Car Director and Managers must implement top-down oversight of their teams to ensure we follow the updated Internet Sales Experience protocols set forth in our Action Plan.
- We will ensure the Used Car Director and Managers are exercising proper oversight and implementation through the Auditing & Reporting set forth in our Action Plan.
- In addition to the foregoing coaching and training for our Used Car Director and Managers, we will implement the coaching and training set forth in the Action Items for our Used Car Department team, including preparation of email templates, email training, sales training, and the implementation of Uniform Internet Sales & Marketing Standards, as set forth above.

With respect to **consequences, accountability, and process monitoring**, we agreed to implement the following measures to ensure that our used car sales and marketing teams do what's necessary to permit us to achieve our objective of providing our customers with a First Class Internet Sales Experience:

- Our Used Car Director has been tasked with overseeing our Internet Sales Experience. One of his primary job responsibilities is to ensure our customers have a First Class Internet Sales Experience. His pay plan reflects this responsibility.

- We will regularly monitor our Used Car Department’s progress through updates provided by our Used Car Director, including the updates that will be provided at our Monthly Used Car Manager Meetings.
- Separate from the Used Car Director, we will further monitor our progress through quarterly auditing of our practices and procedures.
- An important aspect of our auditing protocol will be to include the process we followed during class week, and that I undertook as part of this project, by submitting strategic inquiries to our Used Car Department at least quarterly to assess their performance and whether they are complying with our protocols.
- With respect to consequences, we have collectively agreed that the organization must enforce the disciplinary action set forth in our Employee Handbook when team members do not comply with our protocols, including verbal warnings, written warnings, suspensions, and terminations, if necessary.

VI. DEALER AGREEMENT

On September 18, 2019, I met with Tom Reineke, President, Reineke Family Dealerships, Inc., to discuss my interest in evaluating our Internet Sales Experience. I mentioned that it may take some time to evaluate our internet sales and asked if he’d be supportive of this sort of detailed project. Not only did he indicate that he’d be supportive—he felt that this type of analysis was essential to our business.

On September 24, 2019, I met with Tom Reineke to discuss my research and findings. He was disheartened by our generally poor performance in response to internet sales leads. Nevertheless, he was pleased that the analysis was undertaken so that we could fully understand the current status of our Internet Sales Experience and improve upon it.

As the focal point of our meeting, we discussed my proposed Management Action Plan, including the Action Items and Timeline set forth in Section IV. We focused on the Action Items in detail and revised the items and timelines based on our mutual discussion and agreement. Following our discussion and agreement, our leadership team is on board with proceeding to address our Internet Sales Experience deficiencies in accordance with the recommendations set forth under this Management Action Plan.



reineke used cars



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Explore Our Collection Of Vehicles. View Pricing Details.

New Ford Specials

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Used Cars - Drive Reineke

https://www.drivereineke.com > inventory > used-vehicles

Used Vehicles For Sale outside heated power-adjustable, power-folding and driver-side auto-dimming, body-color with integrated turn signal indicators and ...



Rating Hours

Reineke Ford Lincoln, Inc.

4.4 (445) · Used car dealer
Reineke Family Dealerships - Findlay Fresh Start
Findlay, OH · (800) 333-1661
Open · Closes 8PM



"We recently purchased a used Honda Civic from Kasey Spence at ..."

Reineke Honda

4.3 (115) · Used car dealer
Findlay, OH · (419) 422-3511
Open · Closes 8PM



"Eddie worked with us to get a great deal on nice used car for our ..."

Reineke Chrysler Dodge Jeep Ram

4.3 (27) · Used car dealer
North Baltimore, OH · (419) 492-7003
Open · Closes 7PM



"Typical. Auto dealership."

More places



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Rating Hours

Guaranteed Auto of Findlay

4.5 ★★★★★ (26) · Car dealer
1501 W Main Cross St · (567) 525-4334
Open · Closes 6PM



Reineke Ford Lincoln, Inc.

4.4 ★★★★★ (445) · Car dealer
Reineke Family Dealerships - Findlay Fresh Start
12000 County Rd 99 · (800) 333-1661
Open · Closes 8PM



"We recently purchased a used Honda Civic from Kasey Spence at Reineke..."

Rick Runion's Used Car Center

4.8 ★★★★★ (14) · Used car dealer
2414 N Main St · (419) 420-1747
Open · Closes 8PM



Taylor Kia of Findlay

4.7 ★★★★★ (1,224) · Kia dealer
12002 County Rd 99 · (567) 429-7100
Open · Closes 9PM



"If your looking for a new or used car I highly recomend Kia Taylor of..."

More places

Cars for Sale in Findlay, OH 45840 - Autotrader

<https://www.autotrader.com/cars-for-sale/Findlay+OH-45840>

Findlay Chrysler Dodge Jeep Ram (2.2 mi. away). (419) 721-6970. | Confirm Availability.
Reduced Price. **Used** 2017 Jeep Cherokee FWD Overland. 23,890.

Used Cars For Sale in Findlay, OH - Taylor Hyundai of Findlay

<https://www.taylorhyundaifindlay.com/used-inventory>

Visit Taylor Hyundai of **Findlay** and browse our extensive selection of quality **used cars**. We have cars, trucks, vans and SUVs to match any taste and budget.



findlay used cars



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Directions & Hours

Hours of operation and directions to our Findlay Dealership.

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https://www.autotrader.com › cars-for-sale › Findlay+OH-45840

Findlay Chrysler Dodge Jeep Ram (2.2 mi. away). (419) 721-6970. | Confirm Availability. Reduced Price. Used 2017 Jeep Cherokee FWD Overland. 23,890.

Used Cars For Sale in Findlay, OH - Taylor Hyundai of Findlay

https://www.taylorhyundaifindlay.com › used-inventory

Visit Taylor Hyundai of Findlay and browse our extensive selection of quality used cars. We have cars, trucks, vans and SUVs to match any taste and budget.

Used Cars for Sale in Findlay, OH (with Photos) - CARFAX

https://www.carfax.com › Used Cars

Every used car for sale comes with a free CARFAX Report. We have 500 used cars in Findlay for sale that are reported accident free, 402 1-Owner cars, and 401 ...



Rating Hours

Reineke Ford Lincoln, Inc.

4.4 (446) - Car dealer

Reineke Family Dealerships - Findlay Fresh Start

12000 County Rd 99 - (800) 333-1661

Open - Closes 8PM

"We recently purchased a used Honda Civic from Kasey Spence at Reineke..."





used cars findlay ohio



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Rating Hours

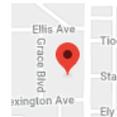
Reineke Ford Lincoln Inc.

Car dealer 12000 County Road 99 · (419) 422-1661



Rick Runion's Used Car Center

4.8 (14) · Used car dealer 2414 N Main St · (419) 420-1747 Open · Closes 8PM



Warner Buick GMC

4.4 (78) · GMC dealer Warner Automotive 1060 Bright Rd · (419) 408-3191 Open · Closes 8PM



Reineke Ford Lincoln, Inc.

4.4 (446) Reineke Family Dealerships - Findlay Fresh Start 12000 County Rd 99 · (800) 333-1661 Open · Closes 8PM



"We recently purchased a used Honda Civic from Kasey Spence at ..."

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114 vehicles found

CONDITION ^

- Certified
- Used 114

MAKE ^

PRICE ^

YEARS ^

MPG ^

BODY ^

DRIVETRAIN ^

TRANSMISSION ^

EXTERIOR COLOR ^

FEATURES ^

FUEL ^

SEATING ^

LOCATION - DEALERSHIP ^

- Reineke 10k - Lima 5
- Reineke CDJR - North Bal... 28
- Reineke Ford - Fostoria 34
- Reineke Ford Lincoln - Fi... 114
- Reineke Ford Lincoln of ... 100
- Reineke Honda 43
- Reineke Motors - Upper S... 19
- Reineke Nissan - Lima 208
- Reineke RV of Toledo 12
- Tiffin Ford Lincoln 83

Search for vehicle (e.g. Black 2017 Coupe)

Reineke Ford Lincoln - Findlay

Reineke Ford Lincoln 12000 Co Road 99 Findlay, Ohio

2009 Ford Focus SE Your Price \$5,000

Mileage: 103,690 MPG: 24/33 (City/Hwy)
 Trans: 5-speed manual transmission Stock #: 190396A
 Colors: Ebony, Charcoal Blac... Drivetrain: Front Wheel Drive
 VIN: 1FAHP32N29W189646 Engine: 4 Cylinders
 Location: Reineke Ford Lincoln - Findlay

- SIRIUS satellite radio
- Front disc & rear drum pwr brakes
- Trunk/decklid release *Late availability*

AutoCheck ☆ SAVE COMPARE ⋮ DETAILS LOCK IN E-PRICE >

2007 Kia Sedona EX Your Price \$5,000

Mileage: 96,032 MPG: 18/25 (City/Hwy)
 Trans: 5-speed automatic transmission w/OD, Sportmatic shifter Stock #: 191006A
 Colors: Claret Red, Beige (Int... Drivetrain: Front Wheel Drive
 VIN: KNDMB233676182551 Engine: 6 Cylinders
 Location: Reineke Ford Lincoln - Findlay

- Roof rails w/cross bars
- 5-speed automatic transmission w/OD...
- 8-way pwr driver seat w/manual lumbar...

AutoCheck ☆ SAVE COMPARE ⋮ DETAILS LOCK IN E-PRICE >

2007 Dodge Charger Base Your Price \$5,500

Mileage: 153,050 MPG: 19/27 (City/Hwy)
 Trans: 5-speed automatic transmission w/OD, Autostick Stock #: R362619B
 Colors: Inferno Red Crystal P... Drivetrain: Rear Wheel Drive
 VIN: 2B3KA43G87H800686 Engine: 6 Cylinders
 Location: Reineke Ford Lincoln - Findlay

- 3.5L MPI 24-valve HO V6 engine
- Lighting-inc: front reading/map, rear r...
- Driver/front passenger manual lumbar...

AutoCheck ☆ SAVE COMPARE ⋮ DETAILS LOCK IN E-PRICE >

2007 Jeep Liberty Sport Your Price \$6,000

Mileage: 130,889 MPG: 17/22 (City/Hwy)
 Trans: 4-Speed Automatic w/OD Stock #: 191077A
 Colors: Inferno Red Crystal P... Drivetrain: Four Wheel Drive
 VIN: 1J4GL48K47W543369 Engine: 6 Cylinders
 Location: Reineke Ford Lincoln - Findlay

- Map/reading lamp
- 3.7L DOHC V6 engine
- Illuminated visor vanity mirrors

AutoCheck ☆ SAVE COMPARE ⋮ DETAILS LOCK IN E-PRICE >

2006 Ford Explorer Limited Your Price \$6,000

Mileage: 175,804 MPG: 14/20 (City/Hwy)
 Trans: 6-speed automatic transmission w/OD Stock #: 190572B
 Colors: Silver Birch Metallic, ... Drivetrain: Four Wheel Drive
 VIN: 1FMFU75896UA42522 Engine: 8 Cylinders
 Location: Reineke Ford Lincoln - Findlay

- Center dome lamp w/1st & 2nd Row m...
- 4.6L SOHC V8 engine
- Class II trailer towing hitch

AutoCheck ☆ SAVE COMPARE ⋮ DETAILS LOCK IN E-PRICE >

Attachment "E"

Lima Nissan

208 vehicles found

CONDITION

Certified

Used 208

MAKE

PRICE

YEARS

MPG

BODY

DRIVETRAIN

TRANSMISSION

EXTERIOR COLOR

FEATURES

FUEL

SEATING

LOCATION - DEALERSHIP

- Reineke 10k - Lima 5
- Reineke CDJR - North Bal... 28
- Reineke Ford - Fostoria 34
- Reineke Ford Lincoln - Fi... 114
- Reineke Ford Lincoln of ... 100
- Reineke Honda 43
- Reineke Motors - Upper S... 19
- Reineke Nissan - Lima 208
- Reineke RV of Toledo 12
- Tiffin Ford Lincoln 83

SORT VIEW

Reineke Nissan - Lima ✕
[Clear all filters](#)



1 Photos

2005 Dodge Caravan SXT

Mileage: 217,767 MPG: 19/25 (City/Hwy)
 Trans: 4-speed automatic transmission Stock #: LNR2919A
 Colors: Bright Silver Metallic Drivetrain: Front Wheel Drive
 VIN: 2D4GP44L25R481570 Engine: 6 Cylinders
 Location: Reineke Nissan - Lima

- Lighting-inc: liftgate/flood, map/dome,...
- Universal garage door opener
- Drivers knee bolster airbag

Your Price **\$2,370**

A part of Experian
☆ SAVE COMPARE ⋮ DETAILS
LOCK IN E-PRICE >



1 Photos

2002 Jaguar X-Type 2.5

MPG: 19/26 (City/Hwy) Trans: 5-speed manual transmission w/OD
 Stock #: U19168C Drivetrain: All Wheel Drive
 Engine: 6 Cylinders VIN: SAJEA51DX2XC16146
 Location: Reineke Nissan - Lima

- Jaguar "Traction 4" full-time all-wheel-...
- Leather trimmed seats
- 2.5L DOHC SMPI V6 engine-inc: variab...

Your Price **\$3,980**

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24 Photos

2006 Honda CR-V EX

Mileage: 162,447 MPG: 22/27 (City/Hwy)
 Trans: 5-speed automatic transmission w/OD Stock #: LNR0219A
 Colors: Silver, Black (Interior) Drivetrain: Four Wheel Drive
 VIN: SHSRD78866U440547 Engine: 4 Cylinders
 Location: Reineke Nissan - Lima

- AM/FM stereo w/cassette/6-disc in-das...
- Real-Time 4-wheel drive
- 5-speed automatic transmission w/OD

Your Price **\$5,782**

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1 Photos

2006 Chrysler Pacifica Touring

Mileage: 133,087 MPG: 17/23 (City/Hwy)
 Trans: 4-speed automatic transmission w/Autostick Stock #: PL5619A
 Colors: Linen Gold Metallic P... Drivetrain: Front Wheel Drive
 VIN: 2A4GM68416R803843 Engine: 6 Cylinders
 Location: Reineke Nissan - Lima

- Load leveling & height control
- Lights-inc: front courtesies/map, rear c...
- 3rd Row additional seating

Your Price **\$5,860**

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19 Photos

2010 Chevrolet Equinox LT w/1LT

Mileage: 191,120 MPG: 22/32 (City/Hwy)
 Trans: Transmission, 6-speed automatic with overdrive (1LK26 or 1LK26 model only.) Stock #: ELNR0219A
 Colors: Cyber Gray Metallic, J... Drivetrain: Front Wheel Drive
 VIN: 2CNALDEW6A6262030 Engine: 4 Cylinders
 Location: Reineke Nissan - Lima

- OnStar, 1-year of Safe and Sound plan...
- Power outlets, 4 auxiliary with covers,...
- Glass, deep-tinted (all windows excep...

Your Price **\$6,300**

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📍 Reineke Ford Lincoln - Findlay ✕

📍 Reineke Ford Lincoln of Lima ✕

📍 Tiffin Ford Lincoln ✕

🛡️ Lincoln ✕

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34 Photos

2007 Lincoln MKX Base

Mileage: 205,370 MPG: 18/25 (City/Hwy)
 Trans: 6-speed automatic transmission Stock #: X19378B
 Colors: White Chocolate Tri-C... Drivetrain: Front Wheel Drive
 VIN: 2LMDU68C47BJ36955 Engine: 6 Cylinders
 Location: Tiffin Ford Lincoln

- Overhead console w/sunglass holder, ...
- 3.5L DOHC 4V V6 Duratec engine
- Front wheel drive

Your Price **\$5,995**

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57 Photos

2010 Lincoln MKS Base

Mileage: 109,472 MPG: 17/24 (City/Hwy)
 Trans: 6-speed automatic transmission w/Select-Shift -inc: paddle activation Stock #: X7836A
 Colors: White Suede, Cashm... Drivetrain: Front Wheel Drive
 VIN: 1LNHL9DR8AG607145 Engine: 6 Cylinders
 Location: Tiffin Ford Lincoln

- Fixed heated rear bench seat -inc: hea...
- Ambient lighting -inc: illuminated door...
- Fixed interval windshield wipers w/rai...

Your Price **\$9,995**

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19 Photos

2015 Lincoln MKZ

Mileage: 23,776 MPG: 22/31 (City/Hwy)
 Trans: 6-Speed SelectShift Automatic -inc: paddle shifters Stock #: LFT60919A
 Colors: Tuxedo Black Metallic Drivetrain: All Wheel Drive
 VIN: 3LN6L2J95FR619448 Engine: 4 Cylinders
 Location: Reineke Ford Lincoln of Lima

- Mykey System -inc: Top Speed Limiter...
- Automatic Full-Time All-Wheel Drive
- Automatic w/Driver Control Ride Contr...

Your Price **\$17,945**

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2005 Dodge Caravan SXT



Exterior Bright Silver Metallic

Your Price **\$2,370**

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Vehicle Highlights

- Luggage Rack
- Power Fourth Passenger Door
- Lighting-inc: liftgate/flood, map/dome, overhead ashtray/Cup holder, rear courtesy/reading
- Power Third Passenger Door
- Rear A/C

Mileage:	217,767	Stock #:	LNR2919A
MPG:	18/25 (City/Hwy)	Fuel Type:	Gasoline
Drivetrain:	Front Wheel Drive	VIN:	2D4GP44L25R481570
Ext. Color:	Bright Silver Metallic	Engine:	6 Cylinders
Trans:	4-speed automatic transmission		

Vehicle Location [Map](#)
 Reineke Nissan - Lima
 1350 North Cable Rd.
 Lima, Ohio 45805

Call Us
888-366-2506

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YAHOO! MAIL

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Peyton Home

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Today

Franklin Un... AD Acquire Current In-Demand Skillsets Fast! Don't Just Finish ...

<input type="checkbox"/>	Reineke Motors	★ Thank You For Your Inquiry - Reineke Mot...	Hello ...	9:31 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:27 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:26 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:25 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:23 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:22 AM
<input type="checkbox"/>	Reineke Ford Lin...	★ Reineke Ford Lincoln Of Lima	Peyton, Are you lookin...	9:22 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:21 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks f...	9:20 AM
<input type="checkbox"/>	Jazel Leads	★ Thank You for Choosing Reineke	Hi Peyton, Thanks for ...	9:18 AM

Unread Starred Drafts Sent Archive Spam Trash Less Views Hide Photos Documents Deals Receipts

The screenshot shows the Yahoo! Mail interface. At the top, there is a purple header with the Yahoo! Mail logo on the left, a search bar in the center, and a user profile icon labeled 'Peyton' on the right. Below the header is a navigation bar with icons for Back, Archive, Move, Delete, Spam, and other actions. On the left side, there is a sidebar with folders: Compose, Inbox (9), Unread, Starred, Drafts, Sent, Archive, Spam, Trash, and Less. Below these are 'Views' and a 'Hide' button, followed by icons for Photos, Documents, Deals, Receipts, Groceries, and Travel. The main content area displays an email titled 'Thank You for Choosing Reineke' from 'Jazel Leads <leads@jazelleads.com>' to 'peytongreen1982@yahoo.com', dated 'Sep 19 at 9:18 AM'. The email body contains the text: 'Hi Peyton, Thanks for requesting today's no-hassle price on your [used 2005 Dodge Caravan](#). One of our friendly and professional staff will contact you soon! Sincerely, Reineke Family Dealerships'. Below the email content are options to 'Reply, Reply All or Forward' and a 'Send' button with various formatting and attachment icons.

Dealership: North Baltimore
Vehicle: 2011 GMC Acadia SLT2
Price: \$6,500

This is the only communication.

On Thursday, September 19, 2019, 10:50:24 AM EDT, Reineke CDJR - North Baltimore
<Sales@reinekecdjrnorthbaltimore.edealerhub.com> wrote:

HEY PEYTON, ITS TROY FROM REINEKE CHRYSLER GETTING BACK WITH YOU ON YOUR INTEREST IN OUR 2011 ACADIA. THIS VEHICLE IS GOING THROUGH THE SHOP RIGHT NOW BUT WE HAVE 8 LOCATIONS, SO I AM SURE I CAN FIND YOU A VEHICLE TO SUIT YOUR NEEDS. YOU CAN REACH ME BY EMAIL OR ON MY CELL PHONE AT 419-890-5967.

Dealership: Findlay Ford Lincoln
Vehicle: 2009 Ford Focus SE
Price: \$5,000

The first communication was provided on September 19, 2019, approximately 2 hours after my inquiry. The second communication was provided a day and a half later, on September 20, 2019.

Hello Peyton,

Thank you for your interest in a 2009 Ford Focus. A salesman will be with you shortly to help.

Thanks!

Madison Willis
Customer Relations Manager
Reineke Ford Lincoln
419-422-1661

Madison Willis
BDC Manager

On Friday, September 20, 2019, 02:04:33 PM EDT, Reineke Ford Lincoln
<reinekefordlincoln@forddirectcrm.com> wrote:

Hi Peyton! :)

My name is Jeremy, and I am a Sales Consultant here at Reineke Ford Lincoln of Findlay, OH...

Sounds like yu might be interestd in our 2009 Ford Focus??
<https://www.reinekefordfindlay.com/used/Ford/2009-Ford-Focus-d77e91110a0e0ae74bef9698994f57cd.htm?searchDepth=1:1>

Is there a good time when you can stop in here and discuss some of your options in greater detail?

My office hours are as follows:

Monday: 9am-8pm
Tuesday: OFF
Wednesday: 9am-5pm
Thursday: 9am-8pm
Friday: 9am-6pm
Saturday: 9am-5pm

Also, I am available during certain "off-hours/days" by appointment ONLY... Please feel free to call or text me at 419-819-1406 (my personal cell #) anytime if you have any additional questions, or would like to set up an appointment... I am looking forward to working with you!

Respectfully,

Jeremy Reznik
Sales Consultant
Reineke Ford Lincoln
12000 County Road 99
Findlay, OH 45840
Office Ext: 419-425-2579
Mobile: 419-819-1406
Fax: 419-422-8265
<http://www.reinekefordfindlay.com/>

Dealership: Tiffin Ford Lincoln
Vehicle: 2013 Ford Focus Titanium
Price: \$5,995

The first communication appears to be a Jazel template email and was provided on September 19, 2019, approximately 2 hours after my inquiry. The second communication was provided two days later, on September 21, 2019.

Hello Peyton,

Thank you for your inquiry on the Ford Focus vehicle from **Jazel**. I am your complete buying resource - from information and test drive, to pricing and delivery. With the Tiffin Ford-Lincoln Internet Department, you will have an online automotive buying experience like no other. Please do not hesitate to contact me at 567-938-8515, or simply reply to this email if you have any questions.

If you have a vehicle to trade in, my Pre-Owned Vehicle Manager will need to see and drive it in order to give the highest possible value to you. Please do not hesitate to contact me at 567-938-8515 to set up an appointment for a test drive and experience the streamlined buying process through our Internet Department.

Thanks for the opportunity to earn your business.

Sincerely,

Baleigh Searles
Internet Manager
Tiffin Ford Lincoln
2020 West Market Street
Tiffin, OH 44883
567-938-8515

On Saturday, September 21, 2019, 12:44:17 PM EDT, Heather Meyer
<heather.meyer@forddirectcrm.com> wrote:

Hi Peyton,

I have been unsuccessful contacting you regarding your recent request from Jazel. We have some great incentives at the moment. If there is a better way to contact you, please let me know.

Thanks for the opportunity to earn your business.

Be sure to ask for me when you call, email or come in. I would like to make your Internet buying experience an enjoyable one!

Sincerely,

Heather
Heather Meyer
Director of Customer Care
Tiffin Reineke Ford Lincoln
2020 West Market St.
Tiffin, Ohio 44883
567-938-8041
www.drivereineke.com

Dealership: Findlay Honda
Vehicle: 2015 Subaru Impreza Wagon Premium
Price: \$11,373

On Thursday, September 19, 2019, 10:44:01 AM EDT, Jason Crouse <jason.crouse@drivereineke.com> wrote:

Good Morning Peyton,

The Impreza is still available... Do you have any questions or would you like to schedule a test drive? Very clean local trade in.

Jason at Reineke Honda

419-422-3511

From: Peyton Greene <peytongreen1982@yahoo.com>
Sent: Thursday, September 19, 2019 10:49 AM
To: Jason Crouse <jason.crouse@drivereineke.com>
Subject: Re: 2015 Impreza at Reineke Honda

Jason,

Good morning. Before proceeding further, I'd like some insight on the following:

1. Vehicle history and condition?
2. Whether there are any fees or costs associated with this vehicle purchase in addition to the quoted price?
3. How much room you have to negotiate the vehicle price? My budget is pretty tight and my credit is not that great.

Please get back to me right away because I'm shopping today and would like to lock something in over the weekend.

Thank you,
Peyton Green

On Thursday, September 19, 2019, 11:04:13 AM EDT, Jason Crouse <jason.crouse@drivereineke.com> wrote:

1. One owner no accidents, local, very clean
2. What county do you reside in for tax rate?
3. Would you care to make an offer?

Thank you,
Jason at Reineke Honda
419-422-3511

From: Peyton Greene <peytongreen1982@yahoo.com>
Sent: Thursday, September 19, 2019 11:15 AM
To: Jason Crouse <jason.crouse@drivereineke.com>
Subject: 2015 Impreza at Reineke Honda

Thanks, Jason. The listed price is \$11,373, but since it's a local trade in I'm guessing you've got some cushion.

I'd like to get it checked by a local mechanic, but if it checks out okay I'd be willing to put \$2,500 down and pay a total of \$9,500. If that price works for you, I would consider a test drive tonight. Let me know.

On Thursday, September 19, 2019, 11:19:30 AM EDT, Jason Crouse <jason.crouse@drivereineke.com> wrote:

Im afraid we don't have \$1875 in mark up on our vehicles. We appreciate the inquiry.

Thanks again,
Jason at Reineke Honda
419-422-3511

From: Peyton Greene <peytongreen1982@yahoo.com>
Sent: Thursday, September 19, 2019 11:22 AM
To: Jason Crouse <jason.crouse@drivereineke.com>
Subject: Re: 2015 Impreza at Reineke Honda

Is that a hard no? If so, I'll move on to other vehicles. Just want to be sure.

On Thursday, September 19, 2019, 11:58:41 AM EDT, Jason Crouse <jason.crouse@drivereineke.com> wrote:

I like to drive all our used vehicles when they come in. I hadn't drove this one yet because it just came through our service inspection. I just drove around the block. Very, very nice clean car. Drove very smooth. Heated seats, Bluetooth, AWD, touch screen info center. We can sell for \$10,975. Plus tax and title. We spent \$500 in regular maintenance in service. This is an excellent car.

Thanks
Jason at Reineke Honda
Feel free to text me... 419-889-7110

From: Peyton Greene <peytongreen1982@yahoo.com>
Sent: Thursday, September 19, 2019 12:08 PM
To: Jason Crouse <jason.crouse@drivereineke.com>
Subject: Re: 2015 Impreza at Reineke Honda

I really couldn't go over \$9,900, but that should still put some money in your pocket. Any way we could make it work?

[This was my final communication.]

From: Jason Crouse <jason.crouse@drivereineke.com>
Sent: Thursday, September 19, 2019 12:17 PM
To: Peyton Greene <peytongreen1982@yahoo.com>
Subject: Re: 2015 Impreza at Reineke Honda

We just published this car online a couple days ago. Weve had several inquiries. At \$11,300 we are 99% of the market. I am sorry but \$10,975 is the lowest our lowest price.

From: Jason Crouse <jason.crouse@drivereineke.com>
Sent: Thursday, September 19, 2019 12:24 PM
To: Peyton Greene <peytongreen1982@yahoo.com>
Subject: Re: 2015 Impreza at Reineke Honda

Ok, I showed management our email exchanges... He would do \$10,500 plus tax and title. We would rather see it go local. Jason at Reineke Honda 419-889-7110

From: Jason Crouse <jason.crouse@drivereineke.com>
Sent: Thursday, September 19, 2019 3:52 PM
To: Peyton Greene <peytongreen1982@yahoo.com>
Subject: Re: 2015 Impreza at Reineke Honda

Come out and rive it. im here till 8.

From: Jason Crouse <jason.crouse@drivereineke.com>
Sent: Friday, September 20, 2019 9:05 AM
To: Peyton Greene <peytongreen1982@yahoo.com>
Subject: Re: 2015 Impreza at Reineke Honda

Good Morning Peyton,

We have very low interest rates available. Even for customers with less than perfect credit. I don't know where you are at in the process. But we can make this a smooth transaction.

Thanks,
Jason at Reineke Honda

419-422-3511

On Saturday, September 21, 2019, 08:54:56 AM EDT, Jason Crouse
<jason.crouse@drivereineke.com> wrote:

Good Morning, If you have any interest in this Impreza. We've got good news. Im here today
until 4pm.

Dealership: Lima Ford Lincoln
Vehicle: 2006 Saturn Vue
Price: \$5,162

On Thursday, September 19, 2019, 09:22:46 AM EDT, Reineke Ford Lincoln of Lima wrote:

Peyton,

Are you looking for a car for yourself or someone else?

Talk soon,

Jennifer Boothby
Customer Care Representative
Reineke Ford Lincoln
1360 Greely Chapel Rd
Lima, Ohio 45804
419-223-3667

Jennifer,

Good morning. I'm looking for myself. Could you give me some insight on the following:

1. Vehicle history and condition?
2. Whether there are any fees or costs associated with this vehicle purchase in addition to the quoted price?
3. How much room you have to negotiate the vehicle price? My budget is pretty tight and my credit is not that great.

Thank you,
Peyton Green

On Thursday, September 19, 2019, 11:41:27 AM EDT, Reineke Ford Lincoln of Lima wrote:

After everything you've told me, it sounds like we're a perfect fit for you.... We specialize in helping people find, qualify for and own the perfect car, even if they have less than perfect credit, often with little or no money down.

Now our secret, Peyton, is that we sell your story, not your score... and not just to one or two lenders... We work with over 40 lenders and have hundreds of loan programs to help with all kinds of credit situations. I'll tell you what. What do you have going on later today?

Jennifer Boothby
Customer Care Representative
Reineke Ford Lincoln
1360 Greely Chapel Rd
Lima, Ohio 45804
419-223-3667

Thanks, Jennifer. I like the pitch, but you didn't really answer any of my 3 questions. Could you get back to me on those?

I'd appreciate a response right away because I'm looking at a number of vehicles and I'd like to close on something over the weekend.

On Thursday, September 19, 2019, 11:54:46 AM EDT, Reineke Ford Lincoln of Lima wrote:

All of our Vehicles will come with a Auto Check. All of our Vehicles are negotiable in price.

Jennifer Boothby
Customer Care Representative
Reineke Ford Lincoln
1360 Greely Chapel Rd
Lima, Ohio 45804
419-223-3667

The listed price for the Saturn Vue is \$5,162, but I can't believe too many people would want to buy it.

I'd like to get it checked by a local mechanic, but if it checks out okay I'd be willing to put \$1,500 down and pay a total of \$3,500. If that price works for you, I would consider a test drive tonight. Let me know.

On Thursday, September 19, 2019, 12:57:11 PM EDT, Reineke Ford Lincoln of Lima
<reinekefordlincolnoflima@forddirectcrm.com> wrote:

Your presence is your power. I will set you up to meet directly with the VIP manager because I know your time is valuable. I have a 5:45 or 6:30 which time works best for you?

Jennifer Boothby
Customer Care Representative
Reineke Ford Lincoln
1360 Greely Chapel Rd
Lima, Ohio 45804
419-223-3667

On Thursday, September 19, 2019, 03:41:57 PM EDT, Peyton Greene
<peytongreen1982@yahoo.com> wrote:

Thanks, Jennifer, but I'd like to establish a price before committing to an appointment. If we can agree on a price, I'd like to stop by yet today or tomorrow morning to close the deal. Let me know where the dealership stands. If it's not interested, I'll simply move on to another deal. Thanks.

[No further communication provided.]

Dealership: Upper Sandusky CDJR
Vehicle: 2009 Chrysler Town & Country Touring
Price: \$7,500

On Thursday, September 19, 2019, 09:31:26 AM EDT, Reineke Motors wrote:

Hello Peyton,

Thank you for your inquiry on the Chrysler Town and Country vehicle from **Jazel**. I am your complete buying resource - from information and test drive, to pricing and delivery. With the Reineke Motors Internet Department, you will have an online automotive buying experience like no other. Please do not hesitate to contact me at (800) 589-8079, or simply reply to this email if you have any questions.

If you have a vehicle to trade in, my Pre-Owned Vehicle Manager will need to see and drive it in order to give the highest possible value to you. Please do not hesitate to contact me at (800) 589-8079 to set up an appointment for a test drive and experience the streamlined buying process through our Internet Department.

Thanks for the opportunity to earn your business.

Sincerely, Aaron Crowe 419-208-3012

Aaron,

Good morning. Before proceeding further, I'd like some insight on the following:

1. Vehicle history and condition?
2. Whether there are any fees or costs associated with this vehicle purchase in addition to the quoted price?
3. How much room you have to negotiate the vehicle price? My budget is pretty tight and my credit is not that great.

Please get back to me right away because I'm shopping today and would like to lock something in over the weekend.

Thank you,
Peyton Green

On Thursday, September 19, 2019, 10:23:50 AM EDT, Reineke Motors
<Sales@reinekecdjrppersandusky.edealerhub.com> wrote:

Hi Peyton , it is a one owner , it looks like the customer leased it and then bought it when the lease was up , it has 1 accident , no airbag deployment , it says right from impact with animal , could have been ,a deer , racoon , etc ,

On Thursday, September 19, 2019, 10:15:08 AM EDT, Reineke Motors wrote:

Good morning Peyton , can i call you or you call me ? i can go over everything with you , would that be ok ?

Aaron,

I'm quite busy today and am looking at a number of other vehicles. I'm also at work. Please respond through email because I'd like to keep the process moving. Thank you.

Peyton

On Thursday, September 19, 2019, 10:27:04 AM EDT, Reineke Motors wrote:

Peyton , do you have a trade in or looking to put any money down ?

No trade, but I plan to put \$1,000 down.

On Thursday, September 19, 2019, 10:43:44 AM EDT, Reineke Motors wrote:

We have a fresh start financing program if you would like to see if you can get approved ? i can send you the link

Thanks, Aaron. But what about my other questions:

- Are there are any fees or costs associated with this vehicle purchase in addition to the quoted price?
- How much room you have to negotiate the vehicle price? As I said, my budget is pretty tight.

On Thursday, September 19, 2019, 11:01:43 AM EDT, Reineke Motors wrote:

There is a \$ 250 doc fee a 15 fee for title and an 18.50 for temp tag , in your situation with you saying your credit isnt perfect the bank does the negotiating for you ,

The listed price is \$7,500, but it looks like it has some problems. I'd like to get it checked by a local mechanic, but if it checks out okay I'd be willing to put \$2,000 down and pay a total of \$6,000. If that price works for you, I would consider a test drive tonight. Let me know.

On Thursday, September 19, 2019, 11:16:20 AM EDT, Reineke Motors <Sales@reinekecdjrappersandusky.edealerhub.com> wrote:

With 2,000 down and a total of 6,000 to be financed?

Nice try. \$2,000 down, \$4,000 financed, for a total purchase price of \$6,000. Why would I offer \$8,000 when the list price is \$7,500? Your response was unprofessional. Not sure I should do business with you.

On Thursday, September 19, 2019, 11:56:45 AM EDT, Reineke Motors wrote:

Hello-

I'm Aaron's General Sales Manager and I wanted to jump in here. Aaron was just trying to clarify your offer, as the taxes and fees would push the "out the door" price above \$8,000. Aaron has really good relationships with all of his customers and he works really hard to get them in a car that fits their budget. I certainly apologize if you felt his response was unprofessional and it would be my pleasure to discuss it with you. If you have any other questions please let me know.

Derek Gillian
General Sales Mgr.
www.ReinekeMotors.net
419-294-2386
Derek Gillian
General Sales Manager
www.ReinekeMotors.net
o. 419-294-2386
c. 419-937-6468

I'd really just like to know if you'll accept my offered price: \$6,000, with \$2,000 down and \$4,000 financed? If so, I'd like to give it a spin tonight and then have my mechanic give it a once over.

On Thursday, September 19, 2019, 12:25:57 PM EDT, Reineke Motors
<Sales@reinekecdjrappersandusky.edealerhub.com> wrote:

No thank you. If I notice anything else that may interest you, I will reach out if that's okay.

[No further communication provided.]