



SALES



MARINE DEALER
CONFERENCE & EXPO® 2018

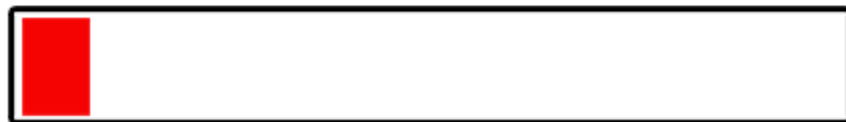
DISCOVER.
CONNECT.
ENGAGE.

Presented by:

BoatingIndustry



Updating your Boat Selling mind...



Optimize Sales Lead Performance for Maximum Return

with Bob McCann



MARINE DEALER
CONFERENCE & EXPO® 2018

DISCOVER.
CONNECT.
ENGAGE.

Presented by:

BoatingIndustry



It started 19 years old...



**“The Internet doesn’t
sell Boats...
good Dealers do.”**

Bob McCann

1999

Who are you?



Dealer Principle?

Dealer Management?

Salespeople?

Industry Folks?



How is your 1st Impression?



How is your 1st Impression?



Lead Management
is more than just
a Sale Today

How is your 1st Impression?



**Lead Management
is a Movie Trailer
for your Dealership**

How is your 1st Impression?



Lead Management
is an extension of your
Marketing Program

How is your 1st Impression?



Perceptions are going to be made:

- Drive past your store
- Speak with you on the phone
- Visit your website
- Read your email

Who is your 1st Impression?



**Every lead must be
handled perfectly to
generate more traffic
whether or not they
respond to your efforts**

Would you run this ad?



TRUSTED. BALANCED. LOCAL.

Orlando Sentinel

★ FINAL EDITION Thursday, October 20, 2016 \$2.00

Weather

8 A.M.: 69°
2 P.M.: 86°
5 P.M.: 81°
CHANCE OF RAIN: 10%
WEATHER REPORT, C8

Index

BUSINESS.....A15
COMICS.....B8
COOKING & EATING..D1
DEATHS.....B4
GAMES.....B7
LOCAL NEWS.....B1
OPINION.....A20
SPORTS.....C1
TV.....B6

Boatnut.com

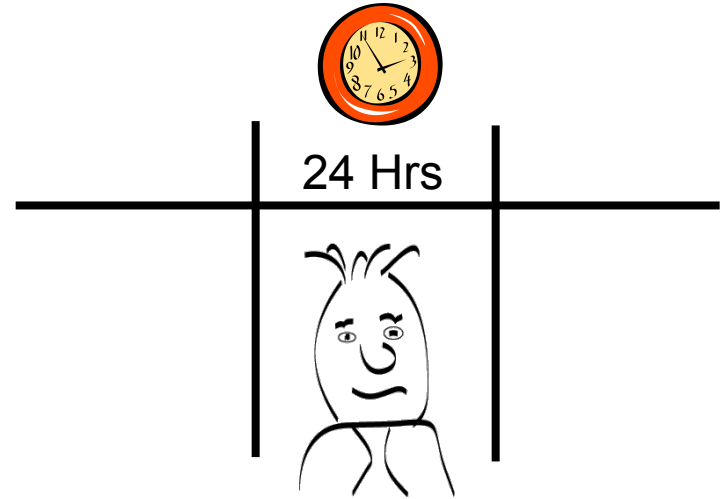
Buy a Boat Today!

1234 Main St.
Orlando, FL 32802
www.Boatnut.com

(866) 386-4875

Ad

Internet Buying Process



How quickly should you...?



Less than 24 hours?

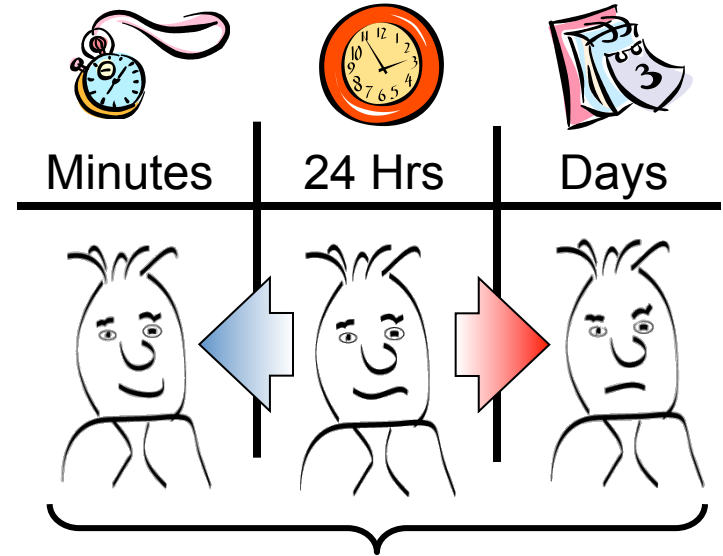
That Day?

Less than 2 hours?

Less than 30 minutes?



Internet Buying Process



Phone or Email?



Don't Call – Only Email?

Email First – Then Call?

Just Call?

Call First – Then Email?

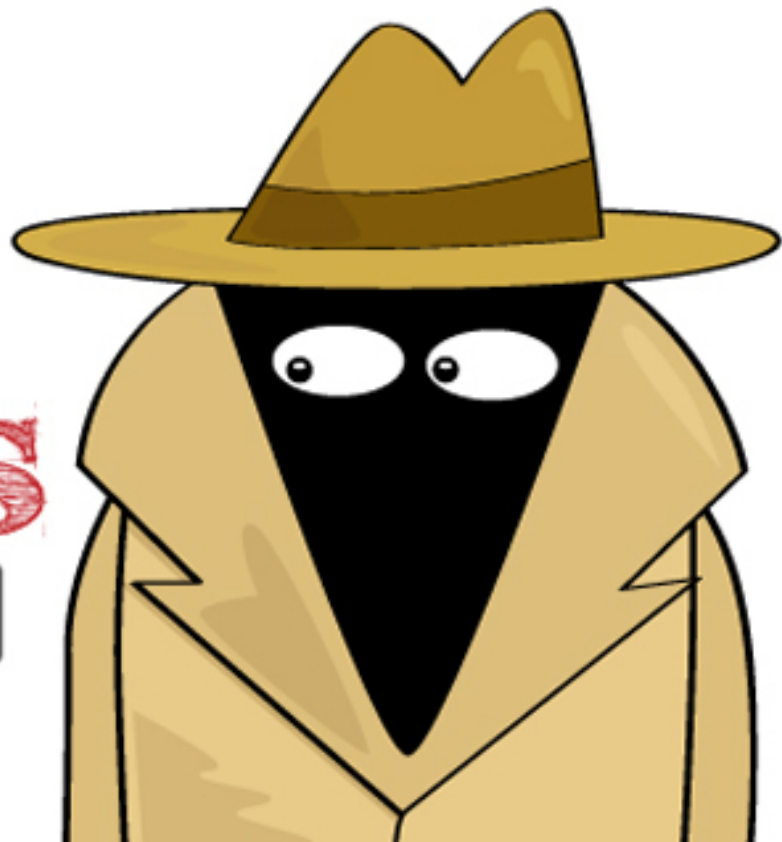


Internet Buying Process





MYSTERY SHOPPER *Secrets* REVEALED




Mystery Shopping Process




- Shopped your dealership's website
- Selected Inventory
- Included
 - Name
 - Email Address
 - Phone Number
- Asked Buying Question

Request a Quote

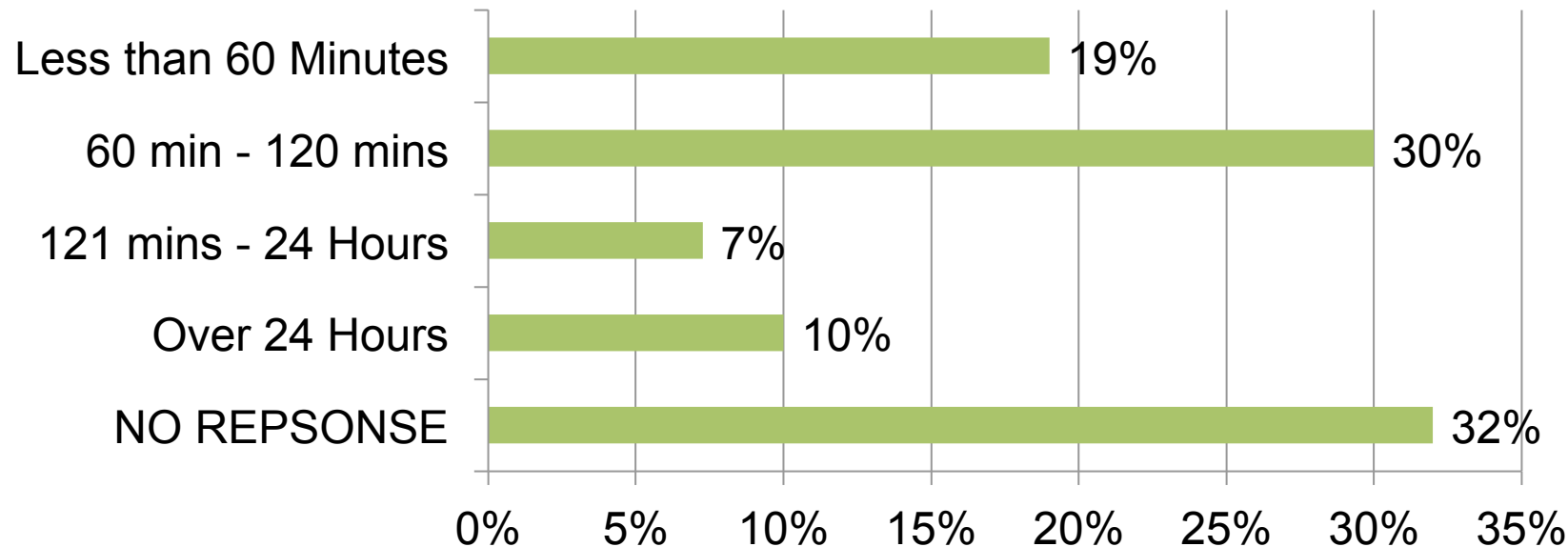
First Name*	<input type="text"/>	Last Name*	<input type="text"/>
Email*	<input type="text"/>	Confirm Email*	<input type="text"/>
Phone*	<input type="text"/>	Country*	<input type="text" value="United States"/>
Address 1	<input type="text"/>	Address 2	<input type="text"/>
City	<input type="text"/>	Region	<input type="text"/>
Postal Code	<input type="text"/>	Purchase Time-Frame	<input type="text" value="Immediate"/>
How did you find our Web site?	<input type="text" value="---Select One---"/>		
Comments	<input type="text"/>		

Mystery Shop Results



	MDCE 2018	Industry 2017	
Total Leads Submitted		1361	
Total Responses		708	52%
Email Only		449	21%
Phone Only		62	5%
Email + Phone		197	14%
Average Response Time		30.50 hrs	19%

Detail Response Time



In a nutshell...



- **181** Dealers contacted
- **35** responded within an hour
- **15** responded between an hour and two hours
- **54** responded between two and 24 hours
- **19** responded more than 24 hours later
- **58 dealers (that's 32%!) NEVER RESPONDED**
- **44 Dealers (that's 24%!) attempted to call the customer**



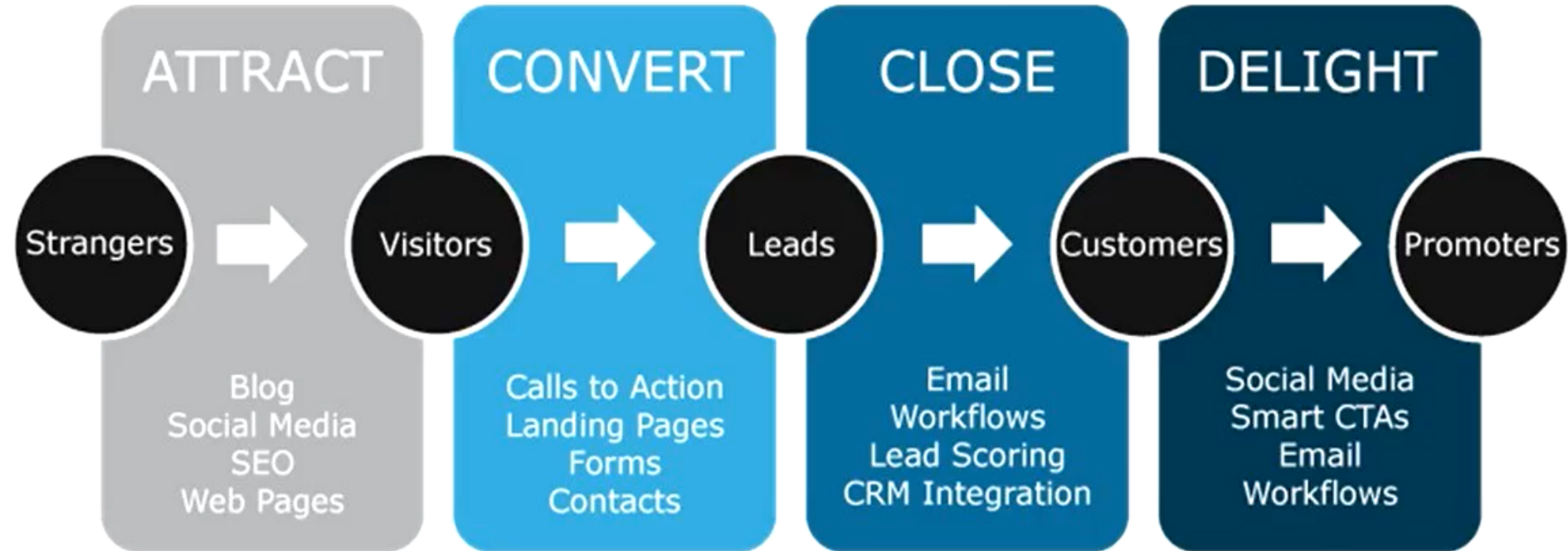
Free the Phones!



A phone number with the lead
is your greenlight to call.



Internet Buying Process



Internet Buying Process



- Automate E-mail Response
- Cross reference leads – Assign lead
- Does lead include a phone number?
 - Yes - Call Prospect – Follow-up with email
 - No - Personalized Templated E-mail Response
- Set Appointment (phone – email)
- Confirm Appointment (email - phone)



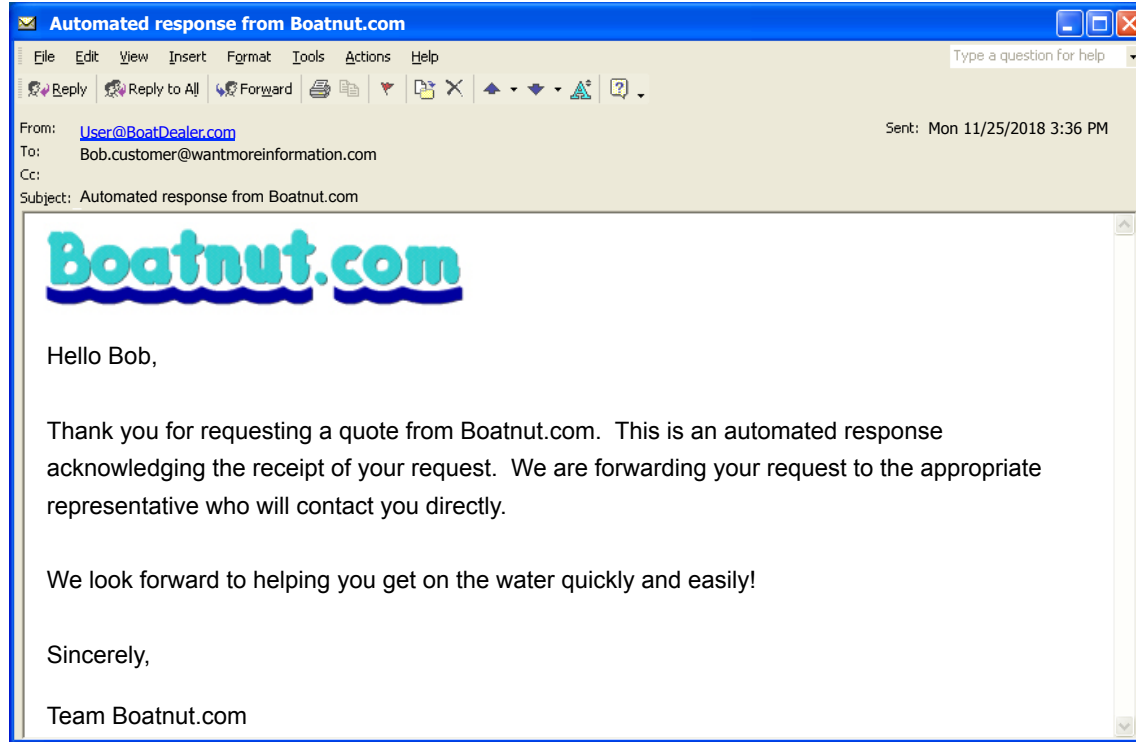
Internet Buying Process



- **Automate E-mail Response**
- **Cross reference leads – Assign lead**
- **Does lead include a phone number?**
 - **Yes - Call Prospect – Follow-up with email**
 - **No - Personalized Templated E-mail Response**
- **Set Appointment (phone – email)**
- **Confirm Appointment (email - phone)**



Email Auto-Responder



Internet Buying Process



- Automate E-mail Response
- Cross reference leads – Assign lead
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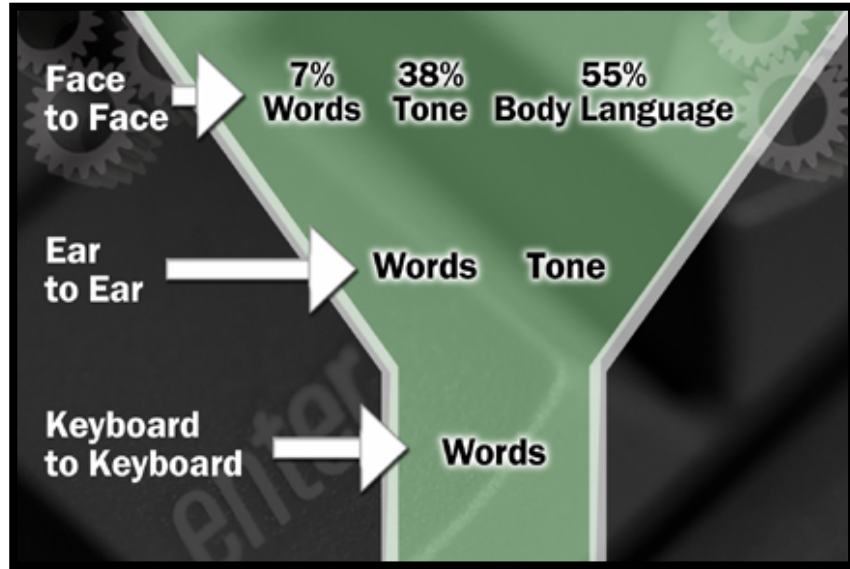
Internet Buying Process



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- Confirm Appointment (email - phone)



Why use the phone?



**The dealer who does this the fastest...
WINS!**

**Face
to Face**

**7%
Words**

**38%
Tone**

**55%
Body Language**

**Ear
to Ear**

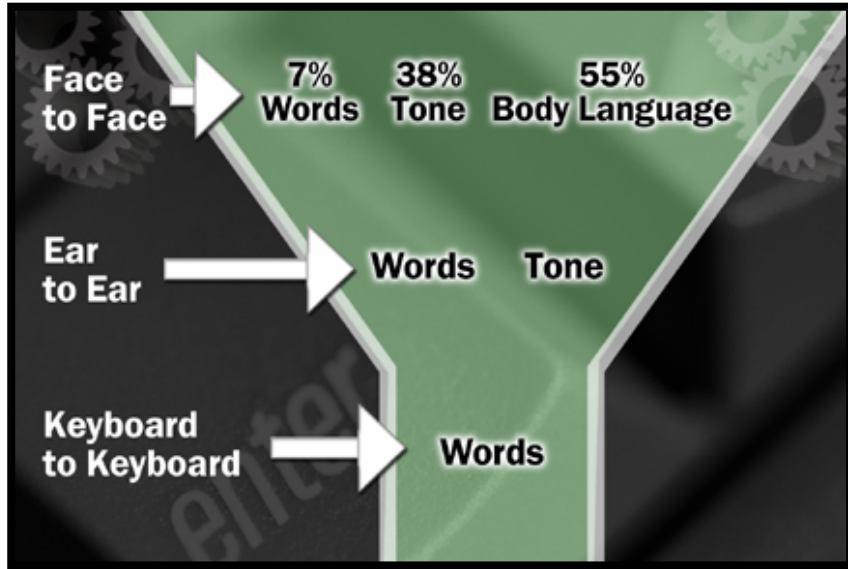
Words

Tone

**Keyboard
to Keyboard**

Words

Why use the phone?



**The dealer who does this the fastest...
WINS!**

Are they reading what you are typing?



I told you he didn't steal the money.

I told you he didn't steal the money.

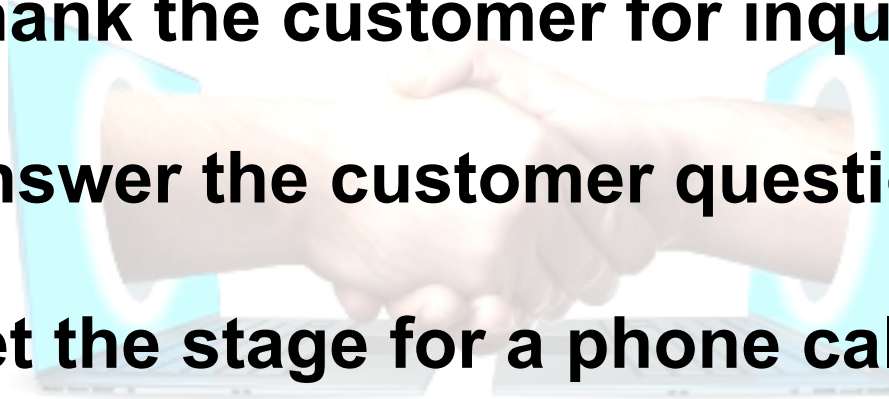
I told you he didn't steal the money.



Simple test...

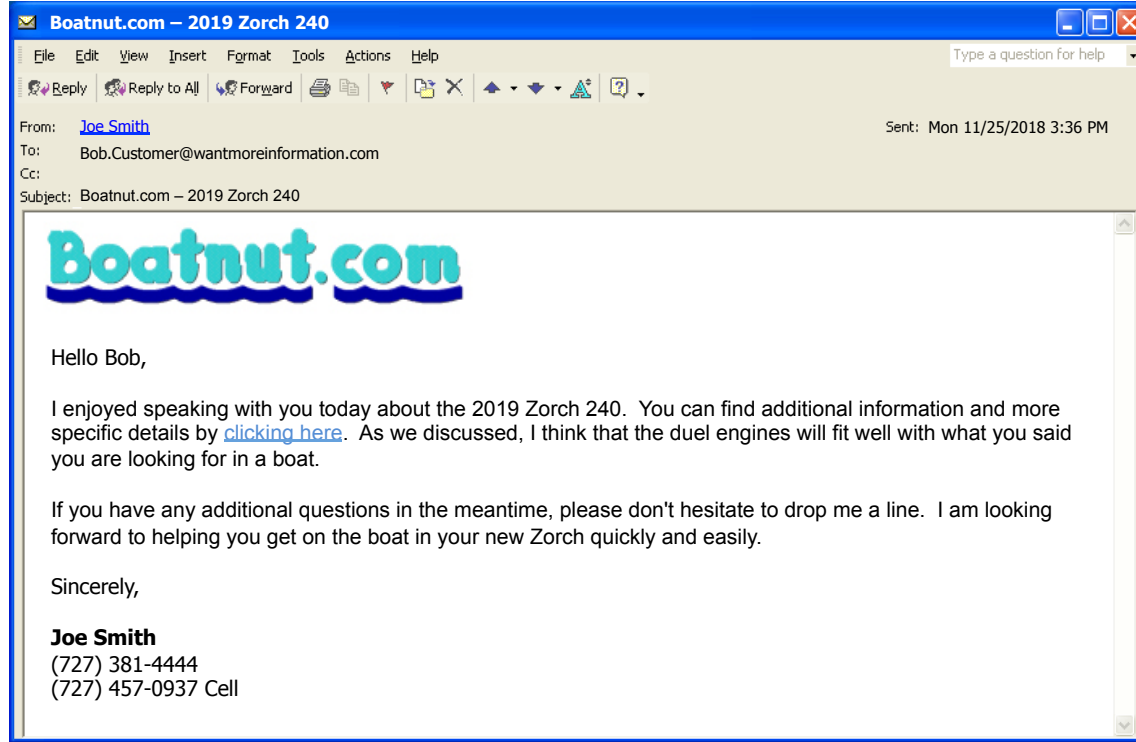


1. Thank the customer for inquiring
2. Answer the customer questions
3. Set the stage for a phone call

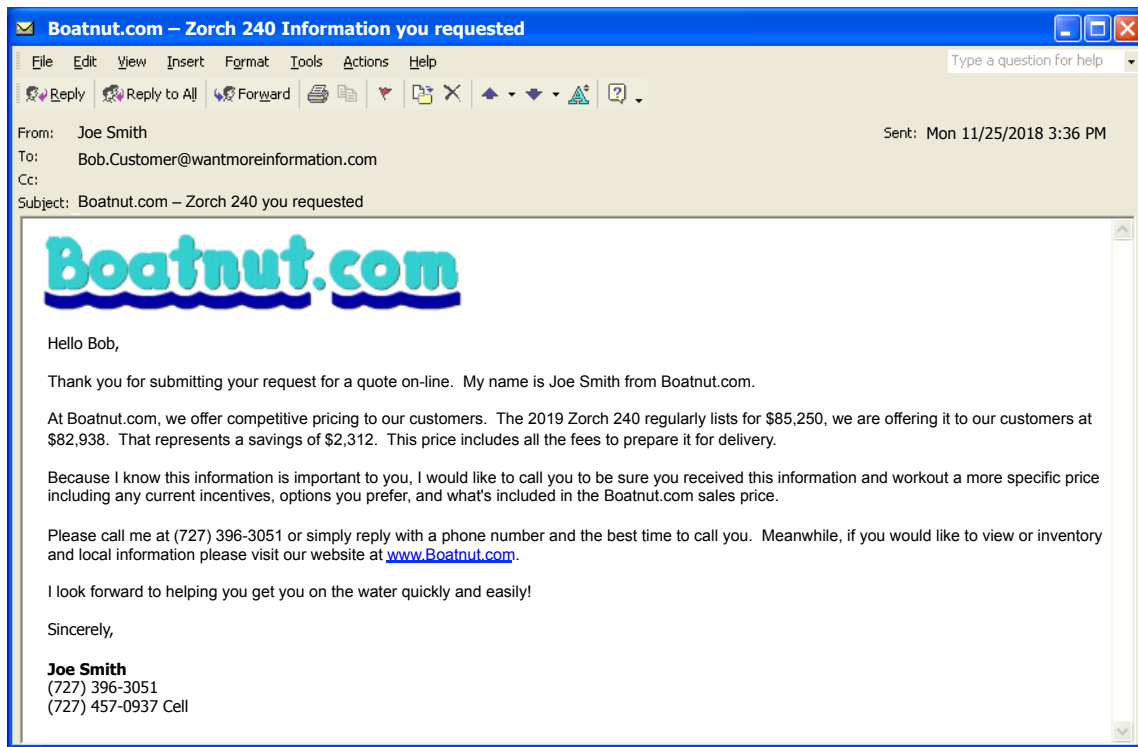


Get the customer on the phone!

Email Reply after a phone call



Email reply without a phone number



Internet Buying Process



- Automate E-mail Response
- Cross reference leads – Assign lead
- Does lead include a phone number?
 - Yes - Call Prospect – Follow-up with email
 - No - Personalized Templated E-mail Response
- Set Appointment (phone – email)
- Confirm Appointment (email - phone)



Internet Buying Process



How does the appointment process change?

- **Build** an **On-line** relationship
- **Pull** don't pressure
- **Nudge** don't push



Internet Buying Process



- Automate E-mail Response
- Cross reference leads – Assign lead
- Does lead include a phone number?
 - Yes - Call Prospect – Follow-up with email
 - No - Personalized Templated E-mail Response
- Set Appointment (phone – email)
- Confirm Appointment (email - phone)



We can
learn from
the...

**THE
GOOD
THE
BAD
& THE
UGLY**

What do you think?



From: John [redacted]@frontiernet.net]

Sent: Thursday, July 19, 2018 5:10 PM

To: Mike McCann <mike.mccann@gogint.com>

Subject: RE: New message from Mike McCann

I do not have that model in stock right now. Sorry.

John

Sent from [Mail](#) for Windows 10

From: [Mike McCann](#)

Sent: Thursday, July 19, 2018 3:03 PM

To: [info@](#)[redacted]

Subject: New message from Mike McCann

Name
Mike McCann
Email
mike.mccann@gogint.com
Message
Do you have a Lund 1750 Rebel in stock for immediate delivery?

What do you think?



From [REDACTED]
Sent: Wednesday, August 22, 2018 10:32 AM
To: CARR.VICTOR@GINTONE.US
Subject: Thank you for considering us

Dear Victor,

Thank you for visiting [REDACTED] on 07/24/2018.

I really enjoyed talking with you about the 2018 Any Seabreeze 252 CWDH on 07/24/2018 .

It is important to make sure that you are getting the quality and service you deserve with all of your important purchases. At [REDACTED], we are dedicated to meeting all of our customers needs. Thank you for giving us the opportunity to meet yours.

I hope that I was able to answer all of your questions regarding the Seabreeze 252 CWDH that you were looking at in our showroom.

Please feel free to contact me, Administrator at [REDACTED] if you have any further questions or would like additional demonstrations.

Sincerely,

Administrator
[REDACTED]

What do you think?



From: [REDACTED] [REDACTED]@footsteps.net]

Sent: Tuesday, September 4, 2018 4:08 PM

To: Lloyd Floyd <floyd.lloyd@gintone.us>

Subject: [No Subject]

Sorry Floyd, I just found out that the Boston Whaler has been sold.

Thanks,
Mark

What do you think?



From:

Sent: Friday, November 9, 2018 11:36 AM

To: mccollum.t@fordel.net

Subject: 830 Qwest

Tom when could take s look at the boat?

Give me call to set up it.

2077495742

Sent from my U.S. Cellular® Smartphone

What do you think?



From: [redacted] [redacted]@viewyourleads.net] On Behalf Of [redacted]

Sent: Thursday, October 11, 2018 2:47 PM

To: Victor Carr <carr.victor@gintone.us>

Subject: RE: Contact Dealer from [www.\[redacted\].com](http://www.[redacted].com)

this rig is 29995 with a 115 and a single axle trailer

REF [5627139]

What do you think?



Sat 10/13/2018 5:31 PM

[Redacted] > on behalf of

[Redacted]

RE: Contact Dealer from [Redacted]

To Randy King

98500 with a 300

What do you think?



Wed 9/5/2018 2:21 PM

noreply@salesforce.com on behalf of



RE: Update from



To walsh.b@gogint.com



Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures in this message.

Hi Bud,
Which boat are you referring to?
Thank you,
Mary

What do you think?



From [redacted] [mailto:[redacted]]

Sent: Tuesday, October 9, 2018 10:12 AM

To: lima.ted@gintone.us

Subject: [redacted]

THANK YOU FOR YOUR INTEREST IN [redacted], MY NAME IS [redacted] THE 2012 SEA RAY 250SLX SHOULD BE ABLE TO BE FINANCED UP TO 12-15 YEARS.

What do you think?



Thu 10/11/2018 2:46 PM

[Redacted]

2019 SS230 Pontoon

To holden.b@gogint.com

Hello Bill,


My name is Tom and I'm with [Redacted] I will be your point of contact here at [Redacted] and happy to assist you with any questions or concerns you may have, The SS 230 is a great choice in pontoons it is well equipped for entertaining friends and family. Feel free to contact me at any time.

Thank you for contacting [Redacted] and have a great day.

46-minute response time
No Phone Call

What do you think?





Tue 10/9/2018 12:00 PM

@bellsouth.net


Boston Whaler 240 Dauntless

To

bach.j@fordel.net

Cc

Message

 BW 240 DA.jpg (333 KB)


Mr. Bach,

Thank you for your interest in the new 2018 model Boston Whaler 240 Dauntless we have in stock. The boat has all of the standard features on it plus many options. I have attached the pricing label for you to review. We will be putting the boat on sale next week for \$102,900.00 plus sales tax after discounts & rebates. (no trades)

Let me know if I can provide you any additional information or clarify anything.

See attached.

Sincerely,



@bellsouth.net

Brunswick Master Dealer since 2008
Marine Industry 5 Star Certified since 2008
Boating Industry Top 100 Dealer in North America Since 2012
Boston Whaler CSI award 2008, 2012 & 2013
Marine Industry CSI award Boston Whaler Sales & Service 2016
Boston Whaler Top 25 Dealer 2008
Tracker Customer Satisfaction 2016

What do you think?



Mon 7/23/2018 11:36 AM



[Redacted]@hotmail.com>



Re: [Redacted] Contact Form

To ken.bitner@gogint.com

Hi Ken,

Yes the 2019 1850 DC is in stock! Would you like to schedule a time to come take a look?

Thanks

Great Signature with
Phone Number

4-minute response time
No Phone Call

What do you think?



Tue 10/9/2018 4:37 PM

Derek Carlson <derek.carlson@grandbaymarine.com>

Starcraft EX 20 C GLS 50240

To: mulligan.a@gogint.com

Hello Andy,

Thanks for emailing in on our 2018 Starcraft Pontoon.

As you probably know, we are blowing out our 2018 inventory!!!

The Starcraft You emailed in about has been dropped down to \$21,995. That includes a full cover, bimini top, upgraded vinyl flooring, changing station, rear ladder, stereo w/blue tooth, tilt steering, table, ski tow bar, and also a safety package which includes 8 life jackets, 2 dock lines, two fenders, anchor w/line, telescoping dock line hook, fire ext, throwable cushions.

Let me know if you have anymore questions. Thanks for your time!

Derek

Derek Carlson
Grand Bay Marine
Sales Manager
Store: (231) 943-0333
Cell: (231) 218-1547

Phone Call
26-minute response time

What do you think?



Sat 11/10/2018 9:13 AM

Joe Shannahan <joe@webstermarine.com>

Webster Marine - Bennington Tritoons

To: gabin.m@gintone.us

Cc: joe@webstermarine.com

Hello Mike,

Thank you for your interest in Bennington Tritoons from Webster Marine.

The specific boat you inquired about is a 2018 Bennington 22GSRFB (<https://www.webstermarine.com/inventory/2018-bennington-22-gsr-fastback-22gsrfb-moneta-va-24121-2255689>). We've powered it with a 200HP Yamaha motor, and added a number of options including power assist steering, lighted bimini top, in-floor storage, lighted cupholders, and ottoman, to name a few.

Pricing for the boat is as follows:

MSRP: \$73,756

Sale Price: \$63,276

Leftover discounted sale price: \$59,597

Tax (2% Virginia): \$1,192

Processing: \$150

TOTAL ("out the door" in Virginia): \$60,939

That out-the-door price includes full fuel, anchor, battery, docking lines and fenders, safety equipment, dealer prep, and we take care of your registration for you.

Let me know if you have any specific questions. We hope we can help get you out on the water in a new Bennington from Webster Marine.

Thanks again - Joe

Joe Shannahan
Sales Representative
Webster Marine

No Phone Call
42.5 hour – Response time



108 DIAPERS
COUCHES/PANALES

Pampers

108
COUCHES

PAMPERS
108CT SZ1 SWAD SUP PK

25.00

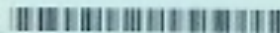
007 02 0242
1 2 4 001
8/19/15 12/15



as advertised

24.99

108-ct. Pampers Swaddlers
size 1 super pack



007-02-0242 800450773

Prices Valid
12/9-12/15

as
advertised

PAMPERS
100CT SZ1 SWAD SUP PK

25.00

007 02 0243
1 2 4 001
8/19/15 12/15

What do you think?

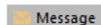


Thu 10/11/2018 9:08 AM

Mike Sfura <msfura@sarabaymarina.com>

Sailfish

To: ingham.b@gogint.com



Message



Ingham_Naples Stock 320CC_email.pdf (229 KB)

Good Morning Bob,

Thank you for contacting us at Sara Bay Marina of Sarasota, we are the Sailfish Dealer in the Sarasota/Bradenton and the Naples/Marco Island area of Florida. I thought you may live closer to our Sarasota location but the 2018 320CC Sailfish we have in stock is located in our Naples yard. Either location will be happy to work with you depending on what is more convenient for you.

Sailfish is a very dry and stable running boat with its VDS hull, the hull is also Kevlar reinforced, 100 percent wood free and all hand laid construction. Sailfish uses all stainless steel hardware, stainless steel thru hulls and all hoses are double clamped with stainless steel clamps below the water line.

<https://www.sarabaymarina.com/inventory/2018-sailfish-320-cc-naples-fl-34112-2210750i>

I am sending you over a quote showing how this boat is equipped with our normal discounted selling price. Please take a look at our quote and if you have any questions at all let me know, I look forward to hearing from you.

Thank you,

Michael Sfura

(941) 359-0390: Office

(727) 226-4539: Cell



No Phone Call

What do you think?



Thu 9/6/2018 8:21 AM

Off Shore Marine- Kevin <kevin@offshoremarinenj.com>

Sylvan 820

To: erhardt.l@fordel.net

Hi Elizabeth

I hope all is well! My name is Kevin and I am from Off Shore Marine, New Jersey's premier dealer for SmokerCraft and Sylvan boats. I just wanted to thank you for showing interest in the Sylvan brand. We are a family owned and operated business of 30 years and strive to have earned industry customer satisfaction awards, and the distinction as one of the Top 100 Dealers in the nation. In addition to SmokerCraft's pontoon and aluminum brands, we are proud to now offer a selection of StarCraft fiberglass boats, as well as our premium ski boats from Nautique and MasterCraft.

The Sylvan 820 with the standard options, a cover, stereo, and favorable floor option is available for about 16,000, plus the cost of the motor. I break out the pricing this way because depending on how you use the boat, it could be equipped with a 2 hp electric motor, 9.9 gas or as much as a 90 hp, which of course ranges in price from anywhere from 3500 to 10k!

Please let me know if you have any questions and how else I can assist you with your interest in a boat!

I hope to hear from you soon

Kevin

Kevin Cecchini
Sales Manager

973-948-7177

Kevin@offshoremarinenj.com

@offshore_nj

OFF SHORE MARINE INC.

352 RT 206 BRANCHVILLE, NJ 07826 973.948.7177



NAUTIQUE

SYLVAN

MasterCraft

OffShoreMarineNJ.com

No Phone

What do you think?



Wed 10/10/2018 1:15 PM

Chris Archbold <chris@drydockmarine.com>

RE: drydockboats Get A Quote Form

To: billed.c@gogint.com

 Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures in this message.

Hi Carlo,

My name is Chris Archbold with Dry Dock Marine. Thank you for your interest in our 2019 Harris Cruiser 200. It can handle 50-150HP. Do you have a preference?

Thank you

Chris Archbold

Dry Dock Marine Center

Chris@drydockmarine.com

260-833-2492

www.drydockmarine.com



24-minute response time
No Phone Call

What do you think?



Mon 7/23/2018 12:16 PM

Samantha Meyer <Sam@tgyg.com>

Your 30SC from TGYG!

To al.biniazz@gogint.com

Hey Al,

I wanted to follow up my voicemail with an email. I received your online inquiry on the 30SC we have here at the store. Are you local? Would you like to come visit our showroom and see which ones we have in stock?

Samantha Meyer

New Product Specialist

Office: 727.734.8707 | Fax: 727.210.0188

Cell: 502.309.8794 | Direct: 727.734.8707

sam@tgyg.com | www.tgyg.com

17116 US 19 N, Clearwater, FL



Phone Call
52-minute response time
Followed Up with 2 emails

What do you think?



Tue 8/14/2018 4:18 PM

Mike Walsh <mwalsh@sundancemarineusa.com>

Cobalt R5

To: johnson.calvin@fordel.net

Calvin:

I just called you to discuss our Cobalt R5 but it went straight to voice mail. Call me when you get a chance 954-551-5114, thanks.

All the best,

Mike Walsh

Sundance Marine

Mobile: 954-551-5114

mwalsh@sundancemarineusa.com

2051 Griffin Road

Ft Lauderdale, FL 33312

www.sundancemarineusa.com



What do you think?



From: Roni Dineen [<mailto:roni@bridgemarina.com>]

Sent: Friday, October 12, 2018 4:18 PM

To: giesler.clint@gogint.com

Subject: Bridge Marina: Thank you for your inquiry!

Good afternoon Mr. Geisler,

Thank you for your inquiry regarding our 2018 Starcraft EX20. I called to see if we could chat and left you a voicemail. We are currently offering year end pricing and would like to chat with you to see where you might like to be on this boat. Please call when you get a chance at (973) 663-1976. I look forward to speaking with you.

Thank you,

Roni Dineen

Guest Hospitality Consultant

Bridge Marina, Inc. (973-663-1976)

www.BridgeMarina.com

SEE OUR STOCK ON FACEBOOK: <https://www.facebook.com/BridgeMarina/app/200422856648594/>

Nationally Recognized Twice as the "Marina of the Year" in the U.S.

Daily Record Reader's Choice Winner, 2009-2015

The First and Only Freshwater **New Jersey Clean Marina**

FACEBOOK <http://www.facebook.com/BridgeMarina>

INSTAGRAM <https://www.instagram.com/bridgemarina>

Phoned:
2 minutes

Email Response:
4 minutes

What do you think?



BRIDGE MARINA

From: Roni Dineen [<mailto:roni@bridgemarkina.com>]
Sent: Friday, October 12, 2018 4:18 PM
To: giesler.clint@gogint.com
Subject: Bridge Marina: Thank you for your inquiry!

Good afternoon Mr. Geisler,

Thank you for your inquiry regarding our 2018 Starcraft EX20. I called to see if we could chat and left you a voicemail. We are currently offering year end pricing and would like to chat with you to see where you might like to be on this boat. Please call when you get a chance at (973) 663-1976. I look forward to speaking with you.

Thank you,

Roni Dineen
Guest Hospitality Consultant
Bridge Marina, Inc. (973-663-1976)
www.BridgeMarina.com

SEE OUR STOCK ON FACEBOOK: <https://www.facebook.com/BridgeMarina/app/200422856648594/>

Nationally Recognized Twice as the "Marina of the Year" in the U.S.

Daily Record Reader's Choice Winner, 2009-2015

The First and Only Freshwater New Jersey Clean Marina

FACEBOOK <http://www.facebook.com/BridgeMarina>

INSTAGRAM <https://www.instagram.com/bridgemarkina>

What do you think?



Sat 7/21/2018 4:02 PM

Ryan Slater <ryan@candlewoodeast.com>

2018 Cobalt CS23 Surf

To: ree.greg@gogint.com



CANDLEWOOD EAST MARINA

Hello Gregory,

Thank you for your email on our 2018 Cobalt CS23 Surf Edition. I just tried calling you, however your phone goes directly to voicemail. I would like to discuss your inquiry on the boat. When you get a moment, you can give me a call at (203) 775-2253. I look forward to your call!

Sincerely,

Ryan D. Slater

Sales Director

CANDLEWOOD EAST MARINA

204 Candlewood Lake Road

Brookfield, CT 06804

Phone: (203) 775-2253

Toll Free: (866) 725-7530

Fax: (203) 740-9521

CandlewoodEast.com

What do you think?



Wed 10/17/2018 10:34 AM

Jon Page <jonpageInmmarine@gmail.com>

Just Circling Back from L&M Marine!

To richardson.t@gogint.com

Hello!

This is Jon Page, Sales Manager at L&M Marine and I just wanted to follow up with you to make sure that Zack got you all the info you needed. Please don't hesitate to call or text me any time on my cell at 251-222-9311!

Thanks!

Shop online 24/7 at www.Southernfishingboats.com!!

Check out the video below to view our facilities!

<https://www.youtube.com/watch?v=DRAdbbWKAOW>

Jon Page
Sales Manager
L&M Marine LLC.
34600 Highway 59
Stapleton, AL 36578
Ph. (251)937-1380
Fax.(251)937-3676
Cell.(251)222-9311
JonPageInmmarine@gmail.com

What do you think?



Mon 9/10/2018 2:41 PM

Tim Vallely <tvallely@vallelymarinemail.com>

RE: Your recent inquiry

To Ian Bailey

Dear Ian,

My name is Tim and I am the General Manager of Vallely Sport & Marine. It is my understanding that you are working with Chris Johnson just wanted to drop you a note to let you know I am here and would look forward to hearing from you should you require any additional information other than what has been provided by Chris.

Please feel free to give me a call at (701) 852-1625 if there's anything you need.

Tim Vallely
General Manager



3805 S. Broadway
Minot, ND 58701
701-852-1625

VallelyMarine.com



What do you think?



Mon 9/10/2018 2:41 PM

Tim Vallely <tvallely@vallelymarinemail.com>

RE: Your recent inquiry

To Ian Bailey



3805 S. Broadway
Minot, ND 58701
701-852-1625

Dear Ian,

My name is Tim and I am the General Manager of Vallely Sport & Marine. It is my understanding that you are working with Chris Johnson just wanted to drop you a note to let you know I am here and would look forward to hearing from you should you require any additional information other than what has been provided by Chris.

Please feel free to give me a call at (701) 852-1625 if there's anything you need.


Tim Vallely
General Manager

VallelyMarine.com

LUND BENNINGTON MasterCraft YAMAHA POLARIS


See how you did!




 **DESIRE TO BE THE BEST**

Dealer/Location	Candlewood East Marine	Lead Date	7/21/2018
Lead Source	www.candlewoodeast.com	Lead Time	1:49PM
Lead Form	Price Quote	Customer Name	Greg Ree

	7/2018	Total Responses 14 Days	MRAA group Totals
Email Only:			35.1%
Phone Only:			09.4%
Email & Phone:	X	2	10.8%
1st Response Time:	2:53 hours		10:31 hours

 See 7/21/2018 4:52 PM
Ryan Slater <ryan@candlewoodeast.com>
2018 Cobalt C333 Surf
1-800-954-8484

 **CANDLEWOOD EAST MARINA**

Hello Gregory,

Thank you for your email on our 2018 Cobalt C333 Surf Edition. I just tried calling you, however your phone goes directly to voicemail. I would like to discuss your enquiry on the boat. When you get a moment, you can give me a call at (203) 775-2253. I look forward to your call.

Sincerely,

Ryan D. Slater
Sales Director

CANDLEWOOD EAST MARINA
204 Candlewood Lake Road
Branford, CT 06404
Phone: (203) 775-2253
Toll Free: (866) 725-7530
Fax: (203) 740-9521
candlewoodeast.com

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EO

ET

SW

SW

SW

NEXT

Everyone

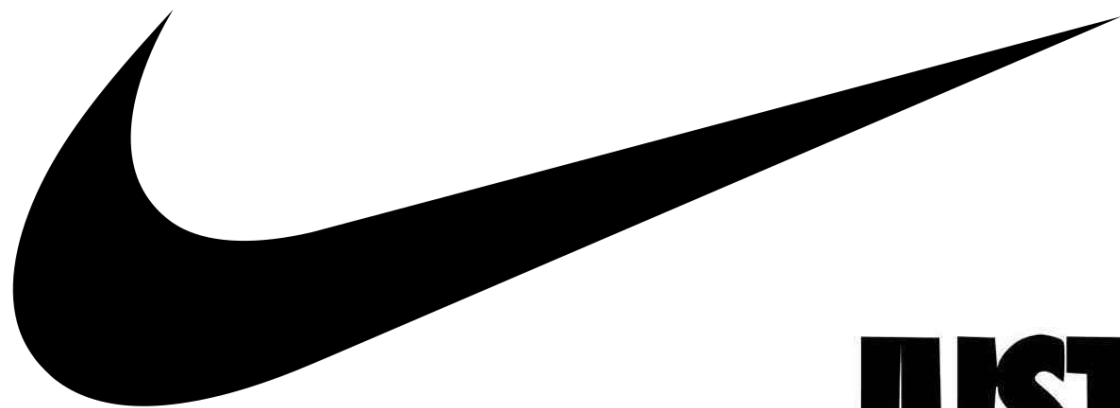
Every Time

Some Will

Some Won't

So What

NEXT



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Thank You!



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Bob McCann
MRAA
(763) 333-2422
bob@mraa.com



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