



To Our Valued Dealer Partners:

As our industry adapts to the changing environment and market conditions caused by Covid-19, First Canadian is focused on helping our Dealers acclimate their Financial Services Department to a new way of interacting remotely with your customers.

In this unprecedented crisis we know you are looking for ways to continue delivering vehicles to your customers. We have a solution for you...

We are partnering with our Dealers in these uncertain times to ensure they can execute a successful Virtual Vehicle Delivery Plan to maximize the sale of both their OEM and First Canadian F&I products. In addition to our industry best training and development, FC Drive, our Remote Vehicle Delivery technology allows you to:

- Present OEM & First Canadian products instantly and effectively to your customers on their smartphone, tablet, or computer in the comfort of their own home.
- Empower your F&I Department to handle objections, make changes, and close deals easily with just a few mouse clicks and interact remotely with your customer in real time.
- Present multiple financing options simultaneously including OEM lease options in 6 different languages.
- Maintain or increase F&I profitability while delivering a consistent and professional customer experience. At the same time streamlining FSM workflow.
- Ensure the safety of your staff and customers by observing social distancing measures while keeping business moving forward.

The entire Team at First Canadian is dedicated to your continued success. Even in these trying times, **Our Business is Improving Yours!** We can show you how to successfully install and execute virtual deliveries on a daily basis in your stores. We are here to train and coach your staff to be experts in this new way of doing business. There is no cost to our software, it was developed exclusively to support our partnered Dealers.

If we haven't already been in touch and you are interested in seeing a demonstration of our Remote Virtual Delivery solution, please reach out to your local Account Manager or feel free to contact me directly below.

Darren Johnson

Regional Manager BC / YT | First Canadian Financial Group
T 250.217.5955
E djohnson@firstcanadian.ca