

B1 · BEGINNER COURSE

WELCOME TO BIG CITY CARS

Your desk card — the six walls and your first track. Keep it where you work.

THE SIX WALLS

1. **LET THE BANKS DECIDE**
   Credit is never your call. Never promise an approval.
2. **NO NUMBERS WITHOUT AUTHORITY**
   No prices or numbers without the Chairman or the desk.
3. **9 TO 7, MONDAY TO SATURDAY**
   Customer work runs 9 AM–7 PM Eastern. No live customer is a practice rep.
4. **TRAINING BEFORE THE FLOOR**
   Learn the units, pass the course test, then work customers solo.
5. **MODELED ON THE BEST — ONLY US**
   We study the best. You represent nobody but this company.
6. **THE BUYER KEEPS HIS AUTONOMY**
   Pressure past trust is a failure. A clear decline is done.

YOUR FIRST TRACK — SAY IT WORD FOR WORD

I will find out what you actually need before I show you anything. I will tell you the truth about what we have and what it does. And I will not waste your time — by the end of this conversation you will know exactly what the next step is, and it will be yours to take or leave.

YOUR TWO STORES

GOSHEN
1914 Lincolnway East, Goshen, IN
(574) 500-2929
Mon–Fri 9 AM–8 PM · Sat 9 AM–5 PM
Closed Sunday

FORT WAYNE
4910 Lima Road, Fort Wayne, IN
(260) 212-1111
Mon–Sat 9 AM–8 PM
Closed Sunday