



# A STROKE OF GENIUS...

$XS = M3$



**The Finch Auto Group** has long enjoyed a strong partnership with Quorum as our Dealership Management System provider. Quorum's XSELLERATOR™ has been invaluable in helping our team optimize many of our business processes to run a more effective and efficient operation. In 2014, with Quorum's help, we implemented their new M3 (Make More Money) Service Quoting across 3 of our dealerships. The results are outstanding! Our team was already on a path to achieve impressive results and adding Quorum's Service Quoting enabled the Finch staff to take our revenue to the next level.

Based on our financials, the net results of our combined efforts across three stores is an average of \$93,530 per month in sold quotes to our customers. Quotes that look professional, printed or emailed directly from XSELLERATOR and digitally tracked by the Technician, Parts Department and Service Advisor. The declined quotes are then followed up by our call center.

**Ryan Finch**  
Dealer Principal

**Finch Auto Group**

**Rob MacLachlan**  
VP of Finance

"Does your DMS  
make you money?  
Or is it just  
an expense?"



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