## 2024 CONTENT PLANNER



NG LEADERSHIP SOLUTIONS t ties	F&I SOLUTIONS	MARKETING SOLUTIONS
<ul> <li>Inspiring dealers to lead their teams to professional and personal success.</li> <li>Sample Topics Include:</li> <li>EV Inventory Management</li> <li>Energy Conservation and Sustainability Programs</li> <li>Attracting and Retaining Talented People</li> <li>How AI is Improving the Customer Experience</li> <li>Managing a Mentoring Program</li> </ul>	<ul> <li>Coverage of dealership finance and insurance products and services.</li> <li>Sample Topics Include:</li> <li>F&amp;I Product Opportunities</li> <li>Avoiding the Pitfalls of Dealership Compliance</li> <li>Digital F&amp;I</li> <li>Fraud Prevention and Data Security</li> <li>Used Vehicle Leasing</li> </ul>	<ul> <li>Informative articles to help dealers attract more customers to the dealership and online.</li> <li>Sample Topics Include:</li> <li>Driving Traffic to Your Website and Digital Retailing</li> <li>Mastering Mobile Advertising</li> <li>Vehicle Merchandising</li> <li>Maximizing Your Marketing Videos</li> <li>Identify &amp; Target High-Intention Customers</li> </ul>
SALES & TRAINING SOLUTIONS	DE ALER SERVICE PARTS, TOOLS, EQUEMENT & THES	SPECIAL OPPORTUNITIES
<ul> <li>Tools and techniques for improving sales and the customer experience.</li> <li>Sample Topics Include:</li> <li>Connecting Your Online and In-Store Sales Processes</li> <li>Using Call Analytics to Improve Phone Handling</li> <li>Best Practices for Internet Lead Follow-Up</li> <li>Developing Your Leaders for Tomorrow</li> <li>Personalizing the Customer Experience</li> </ul>	<ul> <li>Dealer Service is included within the AutoSuccess issue 4 times per year (March, July, September and December).</li> <li>Sample Topics Include:</li> <li>Service Lane Technology</li> <li>Building a More Informed Recon Process</li> <li>Vehicle Service and Repair Information</li> <li>Service Advisor Training</li> <li>Detail Department</li> </ul>	<ul> <li>NADA Best of the Best (January)</li> <li>Women at the Wheel (June)</li> <li>Champions of Charity (September)</li> <li>Veterans &amp; Vehicles (November)</li> </ul>

→ DIGITAL ADVERTISING SPECIFICATIONS

→ CLOSING DATE
 → MATERIALS DUE DATE

