



# AI Assistant For Dealerships

## AI Assistant for Dealerships

### What it is

---

An AI Assistant is not just another report.

It is an operating layer that sits across the systems your dealership already uses and helps ownership and management see what matters, follow up faster, and reduce the amount of manual coordination required to run the store.

For stores that compete on experience, including luxury and high-touch dealerships, it also helps protect the customer journey by improving communication, service follow-through, and convenience-driven operations.

### What problem it solves

---

Most dealerships do not have a data shortage. They have an attention and follow-through problem.

Too much time is lost because: - managers are chasing updates across multiple systems - BDC follow-up is inconsistent - aged inventory sits too long before action is taken - service communication is repetitive and reactive - F&I exceptions are noticed after the fact - owners and GMs do not get one clean operating read every day

### What an AI Assistant can do

---

#### For ownership and the GM

- create a daily executive brief
- surface the biggest exceptions across sales, service, inventory, F&I, and marketing
- keep leadership focused on what needs action today

## For sales and BDC

- speed up lead follow-up
- clean up CRM process gaps
- improve appointment set, show, and close discipline
- flag stale or mishandled leads

## For used inventory

- monitor aging, pricing misses, and recon bottlenecks
- identify units tying up cash and hurting turn

## For service and fixed ops

- support write-up flow and customer updates
- follow up on declined service
- improve advisor and technician visibility
- support luxury service concierge, loaner, and convenience follow-through where applicable

## For F&I and back office

- track missing documents, funding delays, and deal exceptions
- reduce admin drag and document-review time

## Why an owner should care

---

The business value is straightforward: - more sales from the leads you already buy - faster response times - better inventory turn - stronger service retention - better luxury guest experience and convenience consistency where applicable - cleaner F&I oversight - fewer missed follow-ups - lower administrative overhead - better daily visibility without more meetings

## Highest-value first use cases

---

1. Owner / GM morning brief
2. BDC lead follow-up and appointment accountability
3. Used inventory aging and pricing exceptions
4. Service repair-status and declined-work follow-up
5. F&I funding and missing-document exception tracking

## Best place to start

---

For the fastest ROI, start with: - owner / GM morning brief - sales funnel and BDC accountability - used inventory exception reporting

That gives the store immediate visibility into revenue, conversion, gross, and capital efficiency, while creating a natural next step into service, F&I, and back-office workflows.

## Bottom line

---

A dealership AI Assistant helps the owner and management team spend less time gathering information and more time acting on it.

It improves follow-through, sharpens accountability, and creates a cleaner operating rhythm across the store without adding another layer of manual reporting.