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Dealer  
Testimonials

polly



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## **This is Polly, in dealers' own words. Polly couldn't succeed without the belief and active participation of its dealer allies all over the country.**

In this booklet, dealers describe how and why they've benefited from our revolutionary way of bringing cars and insurance together. Polly hasn't just improved their business. It's made a big difference to their customers' overall sales experience.

“Customers have been surprised with the options and how affordable their payments are.”

**Kimberley Eakin**

GM

Dennis Eakin Kia



***“Customers have been surprised with the options and how affordable their payments are.*** Polly’s platform is very easy to use. A lot of times when we are introducing a new product for our sales staff to use, we don’t get a lot of buy-in. With this technology, everyone has adopted it easily.”

**Kimberley Eakin**

GM  
Dennis Eakin Kia



**polly**



“Polly Insurance helps customers by getting them a better rate than they would have been able to get themselves. ***It helps make the overall experience for the customer more pleasant.*** It also helps with customers who may have insurance issues and leave the dealership and not come back. This allows us to sell the car that day. The Polly platform is very easy to use.”

**Sam Bhat**

Director of Operations  
ALM Group





“It helps make the overall experience for the customer more pleasant.”

**Sam Bhat**  
Director of Operations  
ALM Group



“My only regret is that  
we didn’t call Polly  
Insurance sooner!”



**Chris Lackey**

President and Dealer Principal  
Asheboro Auto Group





“For years we’ve referred our sales customers to outside insurance agencies for car insurance, and for years we’ve wished there was a way to profit from these insurance transactions without starting our own insurance company. Then we discovered Polly Insurance, and we realized that this is possible! Polly Insurance saves customers money, incentivizes our sales staff, and allows us greater flexibility to sell finance products.  
***My only regret is that we didn’t call Polly Insurance sooner!***”

### **Chris Lackey**

President and Dealer Principal  
Asheboro Auto Group



“The Polly platform is a great tool for our stores. ***It helps us close more deals and creates room for our finance department to increase grosses by \$400–\$500.*** We consider it an excellent fit that enhances customer service and also helps to fill the ‘dead time’ that happens after the sale and before finance.”

**Brad Wolkov**

Partner

Kia of Bedford and Hyundai of Bedford



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and creates room for our  
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**Brad Wolkov**

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“When we can help people save on their auto insurance by introducing them to Polly Insurance, they leave here happy and the salespeople have no problems getting them to refer their family and friends to us.”

**Jon Weinzapfel**

Owner / GM

Waco Automotive Group:

University Kia and University Mazda



“Being able to compare multiple auto insurance quotes from Polly Insurance makes it easier for customers to make a purchase commitment, especially since the quotes are from providers most people are already familiar with. Multiple customers have saved around \$100 a month on their monthly insurance premium. ***When we can help people save on their auto insurance by introducing them to Polly Insurance, they leave here happy and the salespeople have no problems getting them to refer their family and friends to us.***”

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**Jon Weinzapfel**

Owner / GM

Waco Automotive Group:

University Kia and University Mazda





“We really feel like it gives us a competitive advantage in today’s marketplace. It was easy to integrate the Polly platform into our sales process and the salespeople were able to use it right away. Polly Insurance provides the insurance binder and ID cards quickly — typically before the customer walks out of the finance office — so we don’t have people waiting around for proof of insurance before they can leave with their vehicle. During the launch at one of our locations, a customer was about to walk because he couldn’t afford the insurance on the car he wanted. ***The salesperson introduced the customer to Polly Insurance and he got a quote that was \$100 less than the quote from his current insurance company.*** That savings allowed him to move forward with the purchase process and saved the deal. ”

### **Josh Wilson**

Director of Retail Operations  
AutoSavvy



“The salesperson introduced the customer to Polly Insurance and he got a quote that was \$100 less than the quote from his current insurance company.”

**Josh Wilson**

Director of Retail Operations  
AutoSavvy



“Our dealership has found the Polly platform to be extremely useful in providing customers a ‘one-stop shop’ vehicle purchasing experience.”

**Ben Klein**

GM

Kia of North Austin





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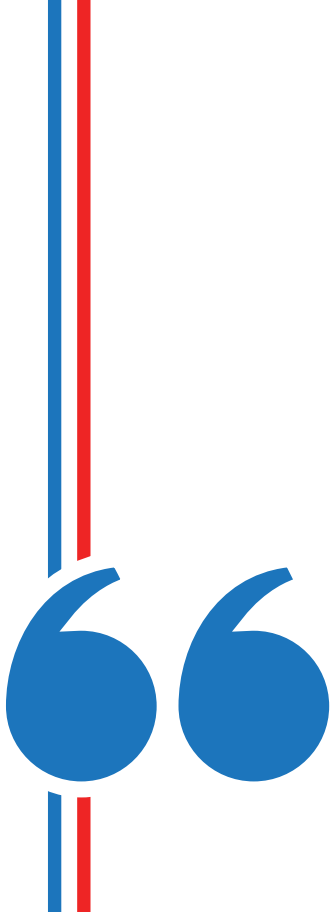
***“Our dealership has found the Polly platform to be extremely useful in providing customers a ‘one-stop shop’ vehicle purchasing experience.*** The convenience it creates for both the customer and the salesperson is priceless! Maneuvering from car deal to insurance quote seamlessly is a great advantage to improve customer satisfaction, which automatically translates to less roadblocks in the sales process. The sales team receiving a monetary referral bonus is just the cherry on top. The many benefits to customers and our dealership make using the Polly platform an easy decision.”

**Ben Klein**

GM

Kia of North Austin





“Polly Insurance is an exceptional partner, with the unique twofold advantage of creating better revenue opportunities for our dealerships while simultaneously improving customer satisfaction. ***We have found that introducing Polly Insurance into the equation regularly leads to a higher customer spend in F&I.*** When our clients see the real savings they realize on their insurance, it builds real customer loyalty and helps grow retention.”

**Duke Scott**

Owner

Scott Honda, Scott Kia and Scott Select



“We have found that introducing Polly Insurance into the equation regularly leads to a higher customer spend in F&I.”

**Duke Scott**

Owner

Scott Honda, Scott Kia and Scott Select



“With Polly we have been able to close customers around \$100 more a month when they call and save money with Polly Insurance.”

**Tara Harget**

GSM

Montrose Auto Group





***“With Polly we have been able to close customers around \$100 more a month when they call and save money with Polly Insurance. My product per deal has also gone up. We were running 1.25 and we have jumped up to 2 products per deal because of possible customer savings on their insurance from Polly Insurance.”***

**Tara Harget**

GSM

Montrose Auto Group





“For 90 days we looked at our F&I gross on customers who switched to Polly Insurance. It was \$258 higher than those who didn’t. We have since made Polly part of our sales process on every deal.”

**Jose Oliver**

GM

Twin City Subaru





“We have since made Polly part of  
our sales process on every deal.”

**Jose Oliver**

GM

Twin City Subaru





“They were pleasantly surprised at saving \$108 a month with Polly Insurance and signed up immediately for the policy. They also purchased two protection packages for their new lease that they never have before!”

**Rob Ashurst**

GSM

Marhofer Hyundai of Green





“A loyal Marhofer guest for over 20 years was introduced to Polly last week when they leased their sixth Hyundai. ***They were pleasantly surprised at saving \$108 a month with Polly Insurance and signed up immediately for the policy. They also purchased two protection packages for their new lease that they never have before!***”

## **Rob Ashurst**

GSM

Marhofer Hyundai of Green





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