

WINDOW TINT & TRUCK BED LINER

CROUPON[™]

GROUPON DEALS

There are three promotions. They will begin immeadiately.

- 1) Full Vehicle Window Tint Promotion: Customer gets M1 Full Vehicle Tint for \$169 (Listed \$249 Value)
- 2) Roll-Up Windows Window Tint Promotion: Customer gets Roll-Up Window Tint for \$79 (Listed \$119 Value)

Groupon Fine Print: Limit 1 per person, may buy 1 additional as gift. Valid only for option purchased. Limit 1 per vehicle. By appointment only. \$40 upcharge for large SUVs window tint. \$80 upcharge for VW Beetles & Corvettes on full vehicle window tint. \$25 upcharge per window to remove pre-existing tint. \$100 upcharge per window to remove pre-existing tint with defrost lines.

3) Truck Bed Liner Promotion: Customer gets Under Rail Bedliner for \$495 (Listed \$649 Value) Groupon Fine Print: Limit 1 per person, may buy 1 additional as gift. Bed liner is valid for Under-Rail only. Additional \$100 for Over-rail. Bed liner is valid for both long and short cabs. By appointment only. Not valid with other offers.

*All Groupon documents can be found on the Intranet

CANNED RAPS

SALES: Thank you for calling Drive-In Autosound, How can I help?
CUSTOMER: I have a Bed Liner Groupon that I bought & want to schedule an appointment
SALES: Great. I can get that appointment setup for you right now. Are you looking for a particular day or
just the next available appointment?
CUSTOMER: Whatever is open next.
SALES: Well, it looks like I can schedule you for Were you looking to get anything else done that
day?
CUSTOMER: No, just that.
(At this point sales needs to record NAME, NUMBER, CAR MAKE, MODEL, YEAR, GROUPON REFERENCE #)
SALES: Thank you. Your appointment is set for at 9am. Please remember to have your Groupon
handy on your mobile device or printed out. Have a great day!

APPOINTY

WINDOW TINT GROUPON: Your Appointy Scheduler has been modified for Groupon. All operations in Appointy will remain unchanged by the Groupon addition. After choosing your store's location for an appointment, the customer will select "Window Tint Groupon" as their service, which will be under the "Groupon" category. The installation slots are 4 hours long and there are two drop off times each day **Store#**4,6,9: 9am & 1pm

Store#1: 8am & 12pm. 12pm only on Saturday

You will need to work these tint jobs into your schedule.

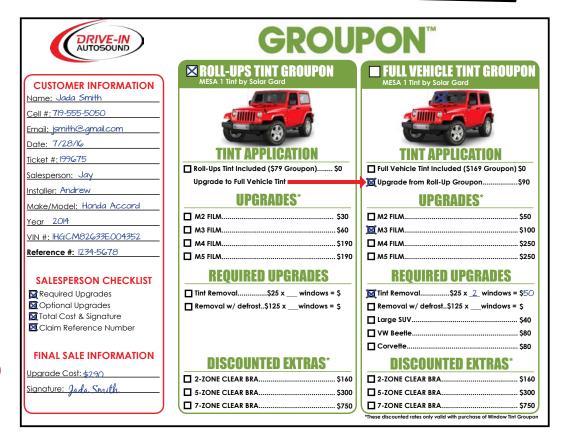
TRUCK BED LINER GROUPON: A Drive-In Autosound employee must schedule all Truck Bed Liner Groupon appointments. There will be no "Groupon bed liner" choice on Appointy since we have one bay & cannot work any extra into the schedule. If someone calls your store asking to schedule an appointment you will need to go to Motor City's appointy and select "Truck bed Liner"

WHEN THE CUSTOMER ARRIVES

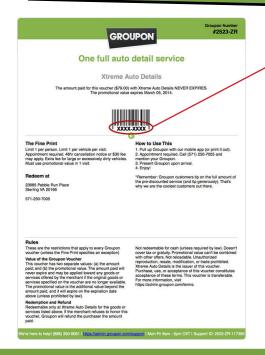
RECORD THEIR GROUPON REFERENCE NUMBER

- Fill our their customer information
- Tell them what their Groupon includes
- Explain their upgrade options
- Make them aware of vehicle-specific extra costs
- Calculate their total & have them sign
- Run through their final package with them one more time
- REDEEM THEIR
 GROUPON ASAP BEFORE
 ANY WORK ON THEIR
 VEHICLE IS STARTED!
 (redemption instructions below)

***There is one Groupon sheet for Truck Bed Liner and One for Window Tint



REDEEMING THE GROUPON



Customers will bring their Groupon voucher printed out, or it may be on their mobile device. For print, you need the Reference Number to redeem a Groupon.

How to Redeem Print

- Log into the Groupon Merchant Center @ merchants.groupon.com
 UN: @driveinautosound.com P/W:
- Click the barcode icon
- Type in the Redemption Code & Bill Total*
- ***IMPORTANT: Bill total will always be how much the Groupon cost originally in Groupon even if the customer upgrades! Customer will be responsible for paying tax at this time on groupon & upgrades

How to Redeem Mobile

- Simply click the "Mark as Redeemed" button
- Enter Bill Total*
- ***IMPORTANT: Bill total will always be how much the Groupon cost originally in Groupon even if the customer upgrades! Customer will be responsible for paying tax at this time on groupon & upgrades



GROUPON & TYLER

- All tickets must be billed to the Groupon AR Account (FGROUPON) at the groupon cost
- If customer elects to upgrade you will process a different ticket for the upgrade amount
- Write Groupon Reference# in PO# Spot
- Customer is responsible for tax on the entire ticket. Even if they do not upgrade you will perform a ML for the tax amount

Groupon Deal	Product #	Groupon Cost
Roll Up Tint Groupon	RUGROUPON	\$79
Full Tint Groupon	FTGROUPON	\$169
Bed Liner Groupon	XLGROUPON	\$495

PRICE BREAKDOWN

ITEM	BREAKDOWN	PRICE
Roll Up Groupon (RUGROUPON)	Tint Insup Car Mesa 1	\$71.10 \$7.90
Full Tint Groupon (FTGROUPON)	Tint Insup Car Mesa 1	\$71.10 \$7.90
Bed Liner Groupon (XLGROUPON)	XBL Insup Install Car	\$295 \$20 \$180

IMPORTANT: Groupon users, much like Google+ users, rely on reviews for a great percentage of their decision making when purchasing Groupons. Please ensure every Groupon customer clearly understands what they are purchasing & that they walk out thrilled with their new tint or liner. Groupon has a review board that links directly to our current & future sale pages.

