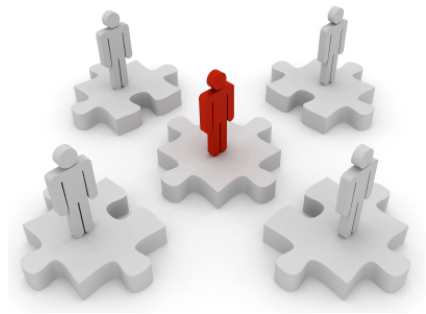


# Virtual 20 Groups

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## Virtual 20 Groups beat other 20 groups for many reasons:

- ✚ The cost to participate is about half
- ✚ No mandatory travel costs
- ✚ There is no obligatory 5 day orientation
- ✚ Participants don't need to leave their dealerships for days at a time
- ✚ Managers can attend meetings about their departments at no extra charge
- ✚ Composite data is more recent, so the data and decisions are better
- ✚ You have questions and concerns every month, so we meet every month not just 2 or 3 times a year.

## And the similarities make virtual 20 groups very desirable:

- ✚ Benchmarks are shared and financial data is analyzed
- ✚ Participants take part in frank discussions about business trends and individual progress
- ✚ Dealership visits are still possible. Because we've already covered the numbers each month, the on-site meeting is more focused on the host store's critique.

Marzahn & King facilitates several types of Virtual 20 Groups, including:

**Dealer**

**Parts and Service**

**Rental**

Virtual 20 Groups are for those who really want to make their dealership the strongest of the strong! When you're ready to join this elite group, contact Chuck Marzahn at:

**Marzahn & King Consulting - Office: 757.227.6646 - Cell: 757.636.8999**

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