

Car Wars Announces Breakthrough in Dealership Phone Call Management

Car Wars' Call Claim instantly helps dealership management Own the Phone with increased phone code usage.

Dallas, TX ([PRWEB](#)) July 22, 2016 -- Car Wars' newest feature, Call Claim, creates deep insight into individual phone performance and makes staff accountability easier than ever.

Call Claim is a game-changer in the Car Wars platform because every phone lead is immediately attributed to the sales agent who handled the call. Dealership management can see which agents are speaking with valuable phone leads, how those prospects are handled, and whether a firm appointment is set. That attribution promotes accountability and clarity in numerous performance reports.

The dealership's CRM is also positively impacted by Call Claim. Phone lead management instantly becomes more streamlined and organized. Duplicate lead creation is reduced, lead skating is minimized, and managers find more time in their day previously spent assigning phone leads.

Call Claim also has a drastically positive impact on overall phone performance. Sales staff are more inclined to handle expensive leads with proper phone skills. It's simple: When an agent knows their own name and face are attributed to a phone-up, they perform better and set more appointments.

Thus, the additional visibility makes managers aware of each individual's performance, but also ensures that each sales rep knows that phone skills are being managed. Naturally, this level of awareness leads to improved performance as each phone up contributes to a sales rep's success.

As Director of Automotive, Mike Haeg, references "Every manager's dream is easy and accurate insight into staff phone performance. The Call Claim feature in Car Wars just made a lot of dreams come true."

About Car Wars

Car Wars, based in Dallas, Texas, is the premier call tracking provider for more than 9,000 automotive dealerships. Their team of 70,000 human reviewers track and record every inbound and outbound call at a dealership. The platform provides insight into how every call is handled, alerts dealers when a missed opportunity needs attention and helps stores improve phone performance.

Dealers turn to Car Wars when they're overwhelmed by the phone. Car Wars fosters a thriving phone culture centered around accountability and converts more phone calls into appointments.



Contact Information

Mike Haeg

Car Wars

<http://www.carwars.com>

+1 2142400509

Online Web 2.0 Version

You can read the online version of this press release [here](#).