

## FOUNDATIONS

# Digital Retail Success for Car Dealerships



You've splurged on sophisticated software.  
You've trained your team on the logistics of use.  
You're all set, right?... **NO.**

### Let's use an analogy.

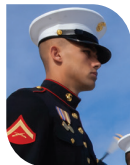
Think of the best Digital Retail tech as a \$100M fighter jet.  
It's an expensive feat of engineering, but it won't fly itself.



### Now... who should you hire?



Top of his field, grew to 7'1  
after learning to fly. Max  
height for jet pilots is 6'1.  
**He has the skill, but isn't  
the right person.**



Ideal height and weight  
for a pilot but not trained  
to fly. **He's the right  
person, but doesn't  
have the skill.**



Experienced pilot but  
likes the old school, not  
on board with new tech.  
**He's got the skill but  
doesn't fit the culture.**

RIGHT

RIGHT

RIGHT

## People + Skills + Culture = Success

Don't buy the tech and sit back to watch it work. If your employees don't fit the  
job, have the skill, or believe in the culture, the \$100M jet will crash.

**HIRE THE RIGHT PEOPLE. TRAIN THE BEST WAY. FOSTER THE CULTURE.**

Digital Retail success shouldn't cost you prospects. Quantum<sup>5</sup>  
experts will help you maximize the process and technology while  
creating a long-lasting hiring, training, and development program.  
**Hire thoughtfully + Train skills + Develop the team**

To get started, visit  
[www.quantum5.ai](http://www.quantum5.ai)