



# WALKAROUND CHALLENGE

## S A L E S

Judge Name \_\_\_\_\_ Dealership \_\_\_\_\_

Presenter Name \_\_\_\_\_ Vehicle \_\_\_\_\_

Technical Knowledge*			Style and Presentation**			Comments
Vehicle Components	Possible Points	Score	Criteria	Possible Points	Score	
Hood	5		Confidence and Professionalism	5		
	5		Clear and Organized Flow of Delivery	5		
	5		Eye Contact and Body Language	5		
	5		Creativity and Engagement	5		
<b>Total</b>	20		<b>Total</b>	20		
Passenger	5		<b>Final Scores</b>			
	5		Technical Knowledge Score			
	5		Style and Presentation Score			
	5		<b>Total</b>			
<b>Total</b>	20		<b>Tie Breaker (if needed, add to total)</b>			
Trunk	5		<b>Use the following for tie breaker: Value Building - indiGO and brand heritage</b>			
	5					
	5		<b>*Technical Knowledge</b> Demonstrate a comprehensive understanding of the vehicle by showcasing a minimum of <b>4 features and benefits</b> relating to the vehicle components.			
	5					
<b>Total</b>	20					
Driver	5		<b>**Style and Presentation</b> Evaluates delivery style, engagement, and overall effectiveness of the walkaround.			
	5					
	5					
<b>Total</b>	20					