

ACURA PERFECT DELIVERY COMPETITION TIMELINE

DEALER

DEALERSHIP COMPETITION
(JUNE 18-JULY 20)

DISTRICT COMPETITION
(AUG 13-17)

ZONE COMPETITION
(SEPT 10-14)

EVENT
(OCT 17-21)

DEALER

Mini Posters sent to Dealers

“Dealer Kit” contents:
-Sales Manager’s Checklist
-pad of Judging Forms
-Sales Manager Guide
-Sales Consultant Guide

Reminder:
Conduct Pre-Qualifying Dealer Round!

DSMs will follow up with Winners regarding District Level Competition

Winners’ invitations sent overnight

Zone Competition Winners announced

May 21 — JUNE 4 — JUNE 11 — JUNE 18 — JUNE 21 — JULY 2 — JULY 30 — AUG 6 — AUG 15 — SEPT 4 — SEPT 12 — SEPT 21 — SEPT 24

Reminder: post Mini Posters

“Field Kit” contents:
-Field guidelines
-pad of Judging Forms
-Dealership Certificates
-samples of “Dealer Kit” contents

ARS Kit contents:
-CD-ROM
-Installation Instructions
-\$100 AMEX Gift Cards for Dealership Competition Winners

Dealership Final Round certificates sent to DSMs

Reminder: Plan District Competition, make travel arrangements

District and Zone Certificates sent to DSMs

Reminder: Follow up with Dealers to make sure they have District Competition information.

Reminder: Collect names of Winners

Reminder: collect names/ addresses of winners. Email them to:
acuraperfectdelivery@rpa.com

Reminder: Bring Winners’ plaques to Zone Competition

Reminder: Collect Winners’ information and email to:
acuraperfectdelivery@rpa.com

Reminder: Zone Winners and Field Event Invitations received

ZONE