

# WESLEY CHAPEL



May 2012

## Happy Birthday!

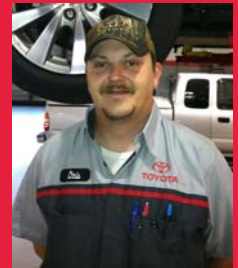
5-2	Marilyn Espinosa	Acct
5-6	Deon Young	Detail
5-7	Tino Mandarino	Sales
5-9	John Choronenko	Sales
5-10	Alicia Nolan	Reception
5-11	Joksam Ocasio	Parts
5-16	Cassandra Claville	BDC
5-17	Amanda Baron	BDC
5-24	Richard Nunez	Service

## Congratulations For Your Years Of Service!

5-5	Kagan Sharpe	3 Years
5-7	Darrin Mercer	3 Years
5-19	Joe Cirillo	3 Years
5-2	Ken Lim	1 Year
5-14	Manny Fernandes	1 Year

## Technician of the Month

### Christopher Csercsics



Service had a wonderful time @ Club AJA Saturday Night Easter Weekend. Thank you again Patrick and Eric for organizing an awesome get-together!



Do you believe now?!? What a year 2012 is shaping up to be! How exciting for Wesley Chapel Toyota to be able to celebrate its 4 year anniversary and our 3<sup>rd</sup> consecutive year of winning one of Toyota's top honors the prestigious President's Award. This is truly the award for our great team members, because it is not given to dealership who sell the most cars or service the most cars. This award is given to the dealerships that excels in all facets of the business including customer service.

It really is exciting to watch us grow into 2012, we have seen records amount of customers touching our store in all departments. Service continues to grow at a great pace and we have had over 1300 customers touch the sales department consistently 2 months in a row. Our challenge as we now hit the fun months of the year is to make sure we go above and beyond for our customers. It is very easy when we are busy to lose our focus, but we can never lose one customer. So stay focused, continue to grow and make 2012 an amazing year.

Patrick V. Abad  
General Manager

## Congratulations Daddy Scooter!

Carter Donald Kelly-Lavancher  
Born April 13<sup>th</sup> 2012.  
At 8:26 p.m.  
Weighing in at 7lbs and 1 ounce  
20 1/4 inches long.



Bobby Wilcox and Mike Pelletier play Ice Hockey . Their Team is #1 in their league the a 10-1 over all. The "Mooseknuckles play every Thursday nightat the Ice Sports Forum in Brandon starting at 7p.m.



## Top Sales Award

### Presented to:

Frank Wargo - Internet - 28 Units

Tino Mandarino - Floor - 34 Units  
(a store record!!!)



Tino Mandarino has taken away the championship belt from Steve Fuentes in internet sales

Coming in last month with 34 units, breaking the record breaking title, the bar has been raised yet again.

Way to go team...keep up the great work!!



Marilyn Espinosa and Randy Schuler tied the knot on April 13<sup>th</sup>. Best wishes to the happy couple and Marilyn's beautiful daughter, Amaryllis.



"Building Relationships That Last"

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## Happy Birthday

- 5-7 Dalia Jusino Service
- 5-13 Jim Hotzler Service
- 5-13 Kevin Campbell Sales
- 5-25 Megan Hotzler Service

## Congratulations For Your Years Of Service!

- 5-21 Staci Cieplenski 4 Years

## Top Sales Award

### Presented to:

Kevin Campbell - Floor- 22 Units  
Patrick Jones - Internet -20.5 Units

Back to business as usual. What came easy for us in March, we had to work really hard for in April. I think that this gave us a great lesson just in time. Undoubtedly, this year is going to be a record setting year for us and April just showed us how important it is to work hard every day. We thought that we worked really hard in March until we got to April. The great news is that we learned our lesson and we now see how hard we have to work for the rest of the year to break all the records. It is ours for the taking. Time for us to go out and get it.

Regards,  
*Michael Speigl*  
General Manager



Congratulations to our Finance Department for breaking the records in Total Service Contracts Sold and Total Products sold in March!!!

We did it again !!!! As GREAT as February was in Sales and Service, we broke those records in March!!! Fantastic!

As promised, a **New York Strip** cookout is on the way with all the sides provided by the Team! That's what we call, POT LUCKY!!!

Again, a "GIGANTIC" Thank you to all Team Members!! We are successful because we all care!!!



And the babies just keep coming!! Welcome to our newest Team Members... Holden made his debut on March 29<sup>th</sup> to our sales manager RJ and his fiancée, Laura! Holden weighed 7lbs 4.3 oz and measured in at 20 inches long!!

And baby Silas arrived on March 7<sup>th</sup> for our Parts Counterperson, Scott and his girlfriend Jamie! Silas weighed 7lbs, 12 oz and measured in at 21 inches long!!



Being among the Top Dealers in the District has it's perks! Recently, Mike Speigl and Tyler Hill were invited to attend a Pre-race Event for the Honda GrandPrix of St. Petersburg.



If you look closely that's Mike strapping in to do a couple laps with the legendary Mario Andretti, talk about a R..U..S..H..!



Here Tyler, in his "Don't hate me cuz I'm racing with the Pros" Aviator's, gets ready for his ride in the all new Honda Civic SI.

Summer is officially here!!! So get up and out and enjoy what Florida is best for....Sun!! As demonstrated by Tyler's daughter, Aisley Hill (18 months)



*"Building Relationships That Last"*