

New in cars+...

All Release Notices can be found at the online [cars+](#) Manual

New Features

- Privilege Surcharges can now be negative (thus a privileged rate discount)
- More than one privileged surcharge/discount can be applied to a single rental

Staff Pick

Our favourite Snippet of Useful Information

The CDPID data sub window has been added to the RA Close screen.



Did you know?

That the Fast In-fleeting program allows you to quickly enter just the required fields on a new vehicle.

Training

Find out more about how we can tailor training sessions just for you. Check out our regular webinars [here](#)

Regular Webinars offered include:

- Pointers and tips for new users
- In-depth analysis and various uses for certain reports
- Showcase of new features

[Register Online](#)

webinar
Web-based seminar
live online educational pre-views can submit questions
see slides while the speaker
interactive elements - the a

Sales Incentives

Colista Mulholland-Youngman Training Manager APAC Thermeon Worldwide.

In an environment where car rental companies rely heavily on incremental sales to boost their revenue, it falls on the Reservation/Rental agent to sell them. One of the most productive ways to encourage maximum sale capability from your staff is to incentivise them.

Within [cars+](#) we have the tools to provide detailed reports and calculations of incentives on optional charges added to the contract.

Reservation Agent Incentive Report and Update

Reports on reservations by the employee who originally created it and calculate the incentive percentage on the revenue.



Employee Sales Report

This report lists all sales that have occurred on both open and closed RAs. Because it includes open and unposted RAs, the sales are tentative as the option may be removed from the RA.

Extra Revenue Report

This reports actual sales on closed and posted RAs

Employee Incentive Module

This includes a set up program to create option sales goals for employees. It is composed of an incentive payment rate either by number of RA's, the number of sale days or a pay on a percentage.

Walk-up sales can also be incentivised using this module.

This can be calculated daily to allow an employee to monitor their progress towards reaching their target for the month. It also allows management to run for all employees to monitor monthly optional sales and individual performance against target.

Sales Revenue Per Day Report

This report calculates the average daily revenue produced by employees through their sales of options and ranks employees from the most sold to the least.

All of these reports can be found in the online [cars+](#) manual or give your local Thermeon Support Team a call.

Colista

Interface now to:

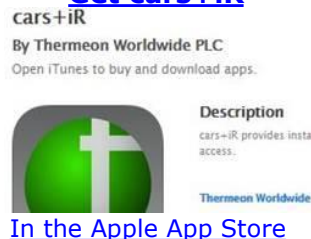


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Colleagues,

We've covered this before, but Colista's article is a good reminder of tools within [cars+](#) that help to increase revenue.

Perhaps "What can you do to improve your business?" would be a better question.

You see, most things are out of your control – you must all compete on rates so there is little difference there now. You must remain competitive, especially with brokers. What do you have in place when it comes to selling the add-ons – CDW, PAI, GPS and packaged options?

Colista covers this today in her article on incentives. She gives a list of the things you can do in [cars+](#) to ensure you are getting the best you can from staff.

I personally like the Employee Incentive Module. This gets staff to buy in to your business and their bottom line.

So have you made your plans for WTM yet?

Until next time!

Russell

[Russell Lindfield](#)