

TODD, a Client Advisor walks over as Niki moves back from the window.

TODD

You must be Niki. Welcome!

NIKI

Hi!

Todd extends his hand. Niki shakes.

TODD

I'm Todd. I'll be your client advisor today, so I just wanted to introduce myself early on. Rachel tells me you drive a lot for work?

NIKI

A lot. Yes.

TODD

If you had to guess how many miles you're on the road a year, what would you say? Just a rough estimate.

NIKI

It varies, but I'd say about 25,000 on average.

TODD

Perfect. I'm going to start looking into our options and put together a few packages that are tailored to the way you drive.

NIKI

I really appreciate that.

TODD

It's my pleasure. And one more thing – if it's ok with you, I'd love to have our pre-owned vehicle manager prepare some numbers we could offer you on your Acura while you're out on your test drive. I want to be considerate of your

time, and I know we're about (XX)
minutes in here.

NIKI

Yes. Sounds great!

TODD

Wonderful. Then I'll get to it!
Enjoy the ride, it's a gorgeous day
out there.

RACHEL

Thanks, Todd.

Todd waves as he walks away.