



Advent Resource

P.O. Box 1740, San Pedro, CA 90733-1740

February 2002

Advent Resources Inc. (310) 241-1500

Volume 2, Number 9

IN THE NEWS

Data from
Powergram®

**Redesigned Models, Trucks
Join Top 20 Best Sellers**

Five redesigned models have joined the U.S. 20 top-sellers roster, according to the January *J.D. Power and Associates Sales Report*.SM Four were trucks – the redesigned Chevrolet TrailBlazer SUV, Honda CR-V, GMC Sierra and Toyota Tacoma. One was a car – the new Nissan Altima midsize sedan. Vehicles that dropped off the list in January were: Toyota Corolla, Pontiac Grand Am, Ford Windstar and the Expedition. 2002. Other sales highlights:

- The redesigned Toyota Camry was the third-best selling vehicle in the U.S. last month, outperforming 2001's . best selling car, the Honda Accord, by more than 10,000 units. Sales rose 46% from January a year ago.

- Ford Explorer held onto the best-selling SUV title last month with a sales lead of 3,000 units over rival Chevrolet TrailBlazer. Explorer sales surged 48% last month vs. January 2001.

- On the car side, the premium midsize car segment share rose to account for 17.7% of the light-vehicle market, partly due to demand for the redesigned Camry and Altima.

- On the truck side, the crowded midsize SUV segment garnered two more points of share to end the month with a 10% share helped by demand for the redesigned Explorer and TrailBlazer.

- Overall, light trucks outsold cars by over 37,000 units. The light-truck share rose 3.7 points to 51.7% in January. SUVs captured a larger share of the light-vehicle market – 24% vs. 20.8% a year ago.

Data for this column is courtesy of The PowerGram, published by J.D. Power and Associates. Copyright 2001 by J.D. Power and Associates. All rights reserved. A free subscription to the daily PowerGram is included with your participation in the Power Information Network. Contact Tim Gill @ (310) 241-1500.

Power User of the Month

*Wendy
Maricelli
Sales Manager
Don Rasmussen
Mercedes-Benz*



The latest Power User of the Month is **Wendy Maricelli**, Sales Manager at **Don Rasmussen Mercedes-Benz** in Wilsonville, Oregon, just south of Portland. They have a great system administrator, Zach Koziol (a previously honored Power User of the Month himself), who supports the system hardware, of course. But, Wendy has used Advent software for the past couple of years and knows it well enough that she's become a resource for her fellow employees – and for Zach. When it comes to software issues, they all go to Wendy because she's knowledgeable, friendly, patient and enthusiastic. What else could you ask for? Keep it up, Wendy! 🌴

Advent Welcomes

We are delighted to welcome so many new members into our client family. Among our latest additions from Southern California are **County Wide Chrysler** in Garden Grove, **Superior Nissan** located in Mission Hills, **Circle Imports** in Long Beach, **Tustin Nissan** in Tustin, and **Saab of South Bay** in Torrance. **Thrifty Car Sales of Victorville** and **Renick Cadillac of Fullerton** also join as new members. Also from California, **Butts Pontiac Cadillac Jeep** and **Butts Acura Audi of Seaside** have come aboard. We look forward to working with our newest California clients to expand our range of applications with Advent's High Performance Sales System.

Advent is also pleased to welcome one of the largest and most influential group dealerships in the Midwest: **Fields Auto Group**. In Illinois the Group includes **Fields Imports** and **Fields BMW** in Northfield; **Fields Jeep Infinity** in

Clearview; **Fields Volvo Infinity** in Libertyville; and **Fields Land Rover of Winnetka**. In Milwaukee, Wisconsin, the Group adds to our family with **Land Rover of Glendale**.

Advent looks forward to a long and fruitful partnership with each of our new family members. Welcome! 🌴

A Pun a Day

Keeps the Blues Away

- ❖ Wear short sleeves! Support your right to bare arms!
- ❖ To err is human, to moo bovine.
- ❖ A good pun is its own reward.
- ❖ Energizer Bunny arrested - charged with battery.
- ❖ Despite rumors to the contrary, a mime is actually a very satisfying thing to waste.
- ❖ A man's home is his castle, in a manor of speaking.
- ❖ A pessimist's blood type is always b-negative.
- ❖ Dijon vu - the same mustard as before.
- ❖ Practice safe eating - always use condiments.
- ❖ Did Noah keep his bees in archives?
- ❖ A Freudian slip is when you say one thing but mean your mother.
- ❖ Corduroy pillows are making headlines.
- ❖ Is a book on voyeurism a peeping tome?
- ❖ Dancing cheek-to-cheek is really a form of floor play.
- ❖ Adolescence - when a lad forsakes his bosom buddy for a bosomed buddy.
- ❖ Banning the bra was a big flop.
- ❖ Sea captains don't like crew cuts.
- ❖ Does the name Pavlov ring a bell?
- ❖ Without geometry, life is pointless.
- ❖ When you dream in color, it's a pigment of your imagination.
- ❖ Condoms should be used on every conceivable occasion.
- ❖ When two egotists meet, it's an I for an I. 🌴

Why Re-Opening a Closed Deal is not a Good Idea

(Unless you're in the Business Office)



The idea behind a "Closed" deal is that the Business Office has worked and accounted for the deal in their accounting system (ADP or R&R). These figures have been posted to the General Ledger and will reflect on the Financial Statement at the end of the month.

If the proper procedures are not followed in the re-opening of a closed deal, the comparisons between Advent and ADP/R&R will show discrepancies.

The proper procedure should be that the Sales Department informs the Business Office that they need a certain deal re-opened. This will allow the Business Office to "reverse" their entry from ADP/R&R and be prepared to re-work the deal and close the deal again, when the Sales Department is finished with the rewrite.

If these procedures are properly followed, then the end-of-month reports and the bottom line of the Financial Statement will have minimal discrepancies.

If the procedure is **not** followed, the end-of-month reports show deals that are in **current** status when the Business Office thinks the deals are **closed**. Not only are the reports incorrect but commissions payable could also be effected. 🌴

Degree of Difficulty

The Mechanic & the Surgeon



A mechanic was removing a cylinder head from the motor of a Harley, when he spotted a world-famous heart surgeon in his shop. The heart surgeon was waiting for the service manager to come take a look at his bike.

The mechanic shouted across the garage, "Hey Doc can I ask you a question?"

The famous surgeon, a bit surprised, walked over to the mechanic working on the motorcycle. The mechanic straightened up, wiped his hands on a

rag and asked, "So Doc, look at this engine. I also can open hearts, take valves out, fix 'em, put in new parts and when I finish this will work just like a new one. So how come I get a pittance and you get the really big money, when you and I are doing basically the same work?"

The surgeon paused, smiled, leaned over, and whispered to the mechanic.... "Try doing it with the engine running!" 🌴

Resume Blues

Would you hire them?

Most of us have gone job hunting at one time or another and have put together a resume. A good resume tells the prospective employer something about us. A bad resume does the same thing, only it's probably not quite the message we want to send.



The good folks at Fortune Magazine snipped some bits from resumes and cover letters that weren't quite up to snuff. Enjoy.

- 🌴 "I demand a salary commiserate with my extensive experience."
- 🌴 "I have lurnt Word Perfect 6.0 computer and spreadsheet programs."
- 🌴 "Received a plague for Salesperson of the Year."
- 🌴 "Reason for leaving last job: maturity leave."
- 🌴 "Wholly responsible for two (2) failed financial institutions."
- 🌴 "Failed bar exam with relatively high grades."
- 🌴 "It's best for employers that I not work with people."
- 🌴 "Let's meet, so you can 'ooh' and 'aah' over my experience."
- 🌴 "You will want me to be Head Honcho in no time."
- 🌴 "Am a perfectionist and rarely if if ever forget details."
- 🌴 "I was working for my mom until she decided to move."
- 🌴 "Marital status: single. Unmarried. Unengaged. Uninvolved. No commitments."
- 🌴 "I have an excellent track record, although I am not a horse."
- 🌴 "I am loyal to my employer at all costs...Please feel free to respond to my resume on my office voice mail."
- 🌴 "I have become completely paranoid, trusting completely no one and absolutely nothing."
- 🌴 "My goal is to be a meteorologist. But since I possess no training in meteorology, I suppose I should try stock brokerage."
- 🌴 "I procrastinate, especially when the task is unpleasant."
- 🌴 "As indicted, I have over five years of analyzing investments."
- 🌴 "Personal interests: donating blood. Fourteen gallons so far."
- 🌴 "Instrumental in ruining entire operation for a Midwest chain store."
- 🌴 "Note: Please don't misconstrue my 14 jobs as 'job-hopping'. I have never quit a job."
- 🌴 "Marital status: often. Children: various."
- 🌴 "Reason for leaving last job: They insisted that all employees get to work by 8:45 a.m. every morning. Could not work under those conditions."
- 🌴 "The company made me a scapegoat, just like my three previous employers."
- 🌴 "Finished eighth in my class of ten."
- 🌴 "References: None. I've left a path of destruction behind me." 🌴