

3 TIPS

TO MAKE THE MOST OF YOUR KELLEY BLUE BOOK AWARDS

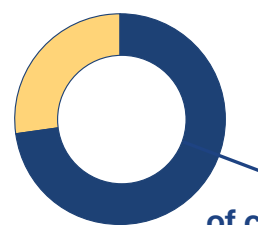


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In Hollywood, an Academy Award® is more than just bragging rights, it can mean real revenue. The last two Best Picture winners, Parasite and Green Book, saw increases of 234 percent and 121 percent respectively, in box office revenue the weekend after their nominations.¹

So what do Hollywood and the auto industry have in common? Much like the gold statue, third-party awards can dramatically influence how consumers view vehicles.

Awards can make consumers more confident in their purchase and can sway them to choose a vehicle from your brand over the brand next-door. Following in true Oscar® winner fashion, dealerships should put these awards on display.



73%
of car shoppers believe Kelley Blue Book has the most trustworthy editorial content to aid in their purchase decisions².

Here Are 3 Tips To Help Leverage Your Inventory's Award-Winning Status To Drive More Value And Sales:

1. PROMOTE AWARDS ACROSS ALL CHANNELS

Dealerships need to ensure consumers know about award wins.

Awards can highlight a vehicle that has been on the market for a while or add a boost to a recently introduced vehicle.

It's important to remind consumers about award-winning vehicles multiple times, and cross-site promotion is crucial.



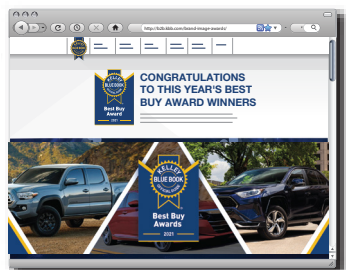
2. USE CONSISTENT MESSAGING TO BUILD CREDIBILITY

After receiving awards, dealerships need to promote these accolades with strong and consistent messaging. If they misstate the award or what it means, dealerships risk losing public trust. Dealerships should look at their messaging from the consumer's point-of-view.

Is the messaging consistent and accurate?

Do you have proof of claims?

Do you provide validation to the car shopper with links back to a third-party site for the award?

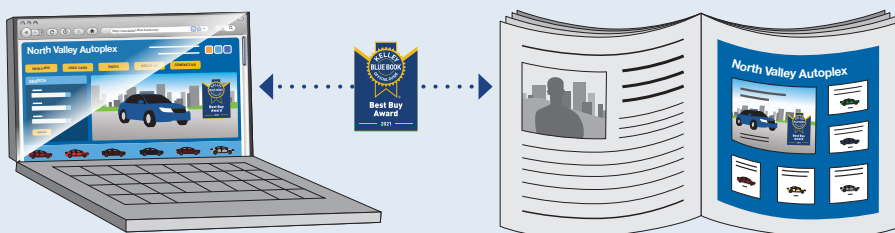


3rd Party Sites

3. DIFFERENTIATE YOUR DEALERSHIP WITH BRAND AWARDS

An Oscar win can change everything – just ask Matt Damon. In 1998, Matt Damon was a relatively unknown actor but after receiving multiple Oscar nominations and a win for Best Screenplay, Matt became an A-List celebrity.

Not only should dealers promote awards on specific vehicle listings, but they should also include them in overall messaging about the dealership online and in print.



1 - Box Office Mojo

2 - 2020 Awards and Accolades Pollfish Study. Cox Automotive Research & Market Intelligence. December 2020.