

GreenCars Spotted in Detroit!

Suburban Auto Collection recently hosted a collaborative event with GreenCars, ChargePoint, and Qmerit, marking a significant step in our ongoing commitment to improve constantly. Three representatives from each store participated, delving into topics such as EV Fixed Ops, Charging Infrastructure, and Home Charging benefits.

Our own Dane Taylor, Regional Sales Trainer for 37 dealerships commented, "everyone left with more knowledge, confidence and understanding of what EV ownership is all about." We extend our heartfelt thanks to all participating stores for their contributions in showcasing a diverse array of vehicles, totaling 17 in all.

The event was a resounding success, ensuring a memorable and informative experience for all involved. Thank you to everyone involved for your dedication and enthusiasm. Let's continue working together to drive positive change within our industry.



What's New at GreenCars



Jeep Wrangler 4xe

The Jeep Wrangler has a storied history of evolutionary change, maintaining its iconic design cues from the military Willys MB vehicles while incorporating modern updates. In 2021, Jeep introduced the Wrangler 4xe, a plug-in hybrid version featuring a 17.3 kWh battery borrowed from the Pacifica Hybrid, delivering 22 miles of electric range and marking a significant powertrain shift for the model.

Essential Insights & Reminders



Leasing Still Lets You Claim the 7,500 EV Tax Credit

Guide your customers on the eligibility of the \$7,500 EV Tax Credit, now offered as a point-of-sale discount. Leasing electric cars is attractive due to advancing battery tech, serving as a form of technology insurance. After the typical three or four-year lease term, drivers can seamlessly upgrade, avoiding concerns about battery degradation or depreciation.

Electric car leases are becoming more appealing with lower rates and monthly payments, thanks to strong resale values in the used-car market.

With incentives like the \$7,500 credit, the leasing market for EVs is set to surge, with automakers witnessing significant increases in lease uptake, notably Ford and Hyundai.

Continue Reading →



Everything about Hybrids

By choosing a hybrid, customers are making an environmentally-conscious decision, but also have the flexibility of both electric and gasoline power. It's all about striking that perfect balance between eco-friendliness and convenience.

Now, let's talk about making sure your customers have the best possible experience with their hybrid. We've gathered some valuable tips to share with them. From understanding the mechanics of their hybrid to maximizing its efficiency and ensuring it remains a reliable ride for years to come, these insights will help them get the most out of their hybrid ownership.

Continue Reading →



Know your local Charging stations

Understanding local charging infrastructure is crucial for our dealership's success in the evolving automotive landscape. By knowing available charging options, we serve customers better and lead in the electric vehicle (EV) market.



Knowledge of local charging stations helps address EV buyers' concerns, easing range anxiety and guiding confident decisions, enhancing satisfaction, and building trust.

Awareness of local charging landscape allows us to tailor inventory and marketing to regional demand, driving sales growth and promoting EV adoption. In essence, staying informed about local charging options is key to providing exceptional service and advancing automotive innovation.

Scan the QR code to search your local charging stations!

RESOURCES

View All →



Research EV Incentives

Help your customers navigate the world of EV incentives by providing resources and guidance. Share information on available incentives, tax credits, and other benefits to encourage widespread EV adoption.

Learn More →



Help Customers Install an EV Charger at Home

Assist customers in the process of installing EV chargers at home. Providing guidance on home charging solutions contributes to a positive EV ownership experience.

Learn More →



Find Charging Stations

Encourage customers to explore available charging stations in their area. Share resources or tools that help them locate charging stations conveniently, promoting the accessibility of EV charging infrastructure.

Learn More →



Buyer's guide

GreenCars comprehensive buyer's guide is for individuals considering the purchase of an EV. Covering key considerations, models, features, and financing options, this guide is your ultimate resource for making an informed decision.

Learn More →



Car buying, evolved

Driveway makes it easy to shop and finance online. Plus, they offer delivery right to the customer's driveway.

Learn More →