



Kim Lasorsa

WEB & CONTENT DESIGN PORTFOLIO

W E L C O M E T O

iPD AGENCY

Marketing, Media & Training

GET STARTED

01 Marketing

Content should educate, influence and organically drive leads to your business. The iPD media team can do this through professional video creation, social media, blogs, eBooks, ACTUAL books (yeah, we do that) and email campaigns. As a result, you reach the right people, at the right time, with the right message.



We'll take your ideas from concept to reality, and develop digital and/or direct mail automotive marketing solutions that are innovative and results-driven. You want more customers, and we want to help you get them.

Media 02



03 Training



iPD Agency doesn't just make you or your product look great and sound great, we also equip your company with leadership and automotive sales training. In turn, you'll develop all of the tools needed to lead your team more effectively, and close more deals.

Our Latest eBooks

Check out a few of our latest eBooks.



DOWNLOAD EBOOK



DOWNLOAD EBOOK



DOWNLOAD EBOOK

Recent Blogs

Join us as we share ideas and tips on a variety of topics every week. Read them and let us know what you think!



813-603-8688 hello@autodealeruniversity.com



Home

About

FAQ

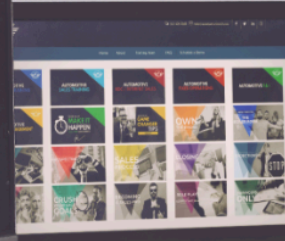
Blog

Training Team

Facebook Group

STUDENT LOGIN

START DEMO



THE MODERN LEARNER HAS ARRIVED. IS YOUR DEALERSHIP PREPARED?

SCHEDULE A DEMO

LEARN MORE

Auto Dealer University



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STUDENT LOGIN

START DEMO

Did you know...

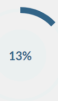
Dealership sales training and development methods have changed. The modern-day automotive employee wants access to training anytime, anywhere...and they want their dealership to help facilitate their desire to learn!



Continuous dealership training gives 50% higher net sales per employee.



Retention is 25% higher for employees who have engaged in dealership-sponsored training and development programs.



Dealerships with excellent cultural support for automotive sales training have 13% stronger business results.

Equipping your dealership team with the skills and knowledge to help them assess and understand a customer's needs is more important than ever. Recent studies have shown that only 13% of customers believe a dealership salesperson can understand their needs.



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STUDENT LOGIN

START DEMO

NEW HIRE

- THE NEW EMPLOYEE
- PREPARING FOR SUCCESS
- WHAT TO TALK CUSTOMERS BUTNOT
- HOW TO BUILD VALUE

A WALK THROUGH THE SALE

- MEET & GREET
- PRESENTATION & QUALITY
- WORLD REJECTION / TEAM BY
- NEGOTIATIONS / CLOSING

ON THE SHOWROOM

- DEVELOPING REACTION
- NEGOTIATING
- ISOLATING OBJECTIONS
- TEAM APPRAISAL
- DEALERSHIP / SPECIAL

ON THE PHONE

- THE PRICE OFFER
- DEVELOPING CUSTOMER
- TEST & VIDEO REACTION
- OBJECTIONS / REBUTTALS
- QUALITY WITHIN A QUALITY
- ENERGY & TIME
- VIDEO REACTION / TRAILER

CRM

- CAMPAIGNS
- THREE PARTS LEADS
- COVERING LEADS ON DAYS OFF
- WELCOME TO THE TEAM
- EFFECTIVE RETIRE

OBJECTIONS

- SECONDARY OBJECTIONS
- STALE
- CONVINCING
- ACKNOWLEDGE, ADDRESS, TRANSITION, COMMON OBJECTIONS

CLOSING

- CLOSING BY DESIGN
- CREATING URGENCY
- CONVINCING OBJECTIONS
- HOW NATURAL, THAN YOU THINK

F&I

- SELLING PRODUCTS
- CLOSING
- CONVINCING OBJECTIONS
- CONVINCING OBJECTIONS

MANAGEMENT & LEADERSHIP

- MANAGEMENT
- MANAGEMENT RESEARCHES
- DEVELOPING RESPONSIBILITIES
- BUSINESS STRATEGIES
- DAILY MANAGER CONTACTS

SOCIAL MEDIA BRANDING

- THREE PARTS LEADS
- INTERNAL BRANDS
- PLATFORM STRATEGIES
- FACEBOOK
- TABLET ADS
- VIDEO MARKETING

MONTHLY SALES PLAN 101

MONTHLY SALES PLAN 201

MONTHLY SALES PLAN 301

MONTHLY BDC/INTERNET PLAN 101

MONTHLY BDC/INTERNET PLAN 201

MONTHLY BDC/INTERNET PLAN 301

BOILER ROOM

ROLE PLAYS AND SCRIPTS THAT SELL

RETENTION AND REFERRALS

+ 14 GENERAL SALES PRINCIPLES COURSES

BY SERIAL SALES PRO

SUCCESS IS DIRECTLY PROPORTIONAL TO EFFORT

WHAT IT TAKES TO BE A GAME CHANGER

- THERE IS NO GLAMOUR WITHOUT THE GRIND!
- YOU CAN'T HAVE IT WITHOUT THE HUSTLE!
- THERE IS NO BUILDING WEALTH WITHOUT THE WORK!
- TO BE A MENTOR, YOU MUST FIRST BE WILLING TO DO THE MINIMUM.
- YOU CAN'T LEAVE A LEGACY UNTIL YOU FIRST LEAVE LAZY!
- BEFORE YOU CAN UNLOCK YOUR POTENTIAL YOU HAVE TO LOCK UP YOUR PROCRASTINATION!
- REJECT AVERAGE AND EMBRACE ACHIEVEMENT!
- GIVE UP THE VICE AND GET FRESH VISION!
- TRADE PASSIVE FOR PASSION!

WHAT IS A GAME CHANGER

A Game Changer is someone who views the world not for what it is, but for what it could be. A game changer changes the pace the moment that they set foot on the field. They do what needs to be done, regardless of their feelings towards it.

Game changers are innovative, constantly striving towards the next goal. Game changers do not get intimidated by obstacles, but get excited by opportunities. They do not stop until the job is finished and finished with excellence. The goal of the game changer is not to be average, but to be extraordinary.

The purpose of this group would be to grow and improve through direct interaction with fellow game changers. If you are a member of this group, it means that someone has realized that you are a game changer in your respective field! My goal for this group is that members will gain newfound tools and tips that they can then apply to their own lives.

Feel free to share your own tips and videos on sales, leadership, marketing, motivation, and various other topics. If it enriches, encourages, or influences you, please share it with the group!

Even champions aren't, and, as game changers, I believe that we will improve through the positivity and networking that this group will bring — feeling motivated.


David Villa



REQUEST GROUP ACCESS

THE FACEBOOK GROUP FOR TRUE GAME CHANGERS

JOIN NOW



WHAT MAKES THIS GROUP DIFFERENT

- ✓ TIPS AND VIDEOS ON SALES, LEADERSHIP, MARKETING, TRAINING, AND MORE
- ✓ NETWORKING WITH INFLUENCERS ACROSS A WIDE VARIETY OF INDUSTRIES
- ✓ THE OPPORTUNITY TO MOTIVATE AND BE MOTIVATED
- ✓ MONTHLY CONTESTS AND GIVEAWAYS OF GAME CHANGER MERCH AND MORE!

REQUEST GROUP ACCESS

BECOME A MEMBER TODAY

Signup for our marketing tips and tricks newsletter

Email*

SIGN ME UP



+ (813) 630-5888

Mon - Fri 08:30am - 05:30pm

hello@getconvertpro.com

Follow Us on Social:



Home

Why We're Different

Contact

THE ULTIMATE REVENUE GENERATION TOOL

GET CONVERTPRO >

Our world-class sales funnel process is the all-in-one lead generation product you've been waiting for! Let us do the work behind-the-scenes and get you the leads you want - TODAY!



Ask Us About ConvertPRO

We'd love to tell you more about ConvertPRO.



Call us anytime.

We love hearing from our clients! Some companies think quiet clients are the best clients, but we see things differently!

We get excited when clients reach out because it means they are engaged and care about their project! So call us, email us, or drop in for a visit.

We're always here for you!



Weekly Check-ins

A member of our **ConvertPRO** concierge team will check-in with you every week. Don't worry, we know you're busy building an empire! We'll just provide a brief, casual update.

Our goal is to stay connected with our clients and get feedback so we can continue to improve!



Consultation Sessions

We don't take the one-size-fits-all approach with our clients. Each and every company or individual is unique and will typically have different goals.

Our consultation sessions aren't solely focused on marketing content and sales funnels. We take the time to get to know you, your company, and both your short term and long term goals. We build out a strategy for success based on these sessions, so we take the time to make sure we get it right.



Monthly Reports

Our monthly **ConvertPRO** campaign reports are broken down in an easily digestible format. You won't find some over-the-top 30 page technical document. In fact, any member of your team should be able to easily understand it.

We'll setup a good time to review your report together and go over any questions you may have, or discuss making adjustments. Of course, we'll also email a report to your



Home Why We're Different Contact

The good news is, really doesn't have to be so complicated.



How would you feel if you could create a scalable process to systematically convert thousands of visitors into customers and advocates?

Better yet, what if YOU didn't have to create the process?

Most business owners don't have time to sort all of this out.

In fact, most people say they have some combination of the same few problems:



NO AUDIENCE



NO CONTENT



NO ENGAGEMENT



NO PROCESS



NO TIME

Ask us how **ConvertPRO** can help you grow your business.
Request a free consultation with our team.

FIND OUT MORE



levelUP 2gether

LEVEL UP YOUR LIFE / PURSUE YOUR PASSIONS / LIVE OUT YOUR PURPOSE



Community



Connection



Passion



Live The Brand

Wear Your Passion

It's not enough to live out our purpose. We wear our passion for the #LevelUp2gether project on our sleeves – literally! Now, you can join us! We've designed some new merchandise to help get the word out and grow our community.

VISIT THE SHOP



Are you ready to #LevelUp2gether?
Join our Facebook group!

We're all doing this thing called life, so let's do it better together! Join an online community of individuals looking to #LevelUp their lives and begin living out their purpose.

Becoming a part of the community is totally free. Simply hit the button below and request to join the group!

JOIN THE COMMUNITY



Default sorting

Showing 1-12 of 14 results



#LevelUp2gether Short-Sleeve Unisex T-Shirt
\$22.00 - \$26.00



#LevelUp2gether Ladies' short sleeve t-shirt
\$24.00



#LevelUp2gether Ladies' short sleeve t-shirt
\$23.00 - \$25.00



#LevelUp2gether Women's Racerback Tank
\$21.00 - \$22.00





hawkseye

AERIAL PHOTOGRAPHY ALTERNATIVES

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Welcome to the aerial photography alternatives portfolio!

To get started, click on any image to zoom in. Once you're zoomed in hover over the images and you will see arrows to the left and right. Click the arrows to navigate your way through the gallery. Enjoy!

[ALL](#)[COMMERCIAL](#)[EVENTS](#)[MISCELLANEOUS](#)[PHOTOGRAPHY EQUIPMENT](#)[RESIDENTIAL REAL ESTATE](#)

OUR SERVICES

TAMPA BAY AERIAL PHOTOGRAPHY ALTERNATIVES



COMMERCIAL AERIAL PHOTOGRAPHY
ALTERNATIVES



RESIDENTIAL REAL ESTATE AERIAL
PHOTOGRAPHY ALTERNATIVES



EVENT AERIAL PHOTOGRAPHY
ALTERNATIVES



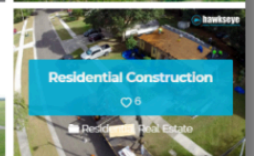
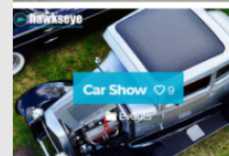
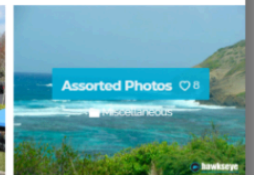
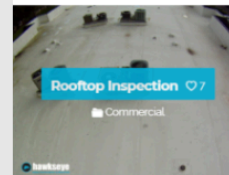
MISCELLANEOUS AERIAL PHOTOGRAPHY
ALTERNATIVES



Got Questions? We've Got Answers!

Welcome to the aerial photography alternatives portfolio!

To get started, click on any image to zoom in. Once you're zoomed in hover over the images and you will see arrows to the left and right. Click the arrows to navigate your way through the gallery. Enjoy!

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Email Us
hello@masterfenceinc.com



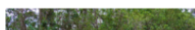
Call Us
813-330-6191 (English) | 813-459-9596 (Español)

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Tampa Bay's Premiere Fence Professionals
MASTER FENCE INC.

OUR PROJECTS

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Our Fence Services

+ ACCESS CONTROL GATE OPERATIONS

+ ALUMINUM FENCE

+ CHAIN LINK FENCE

+ FARM FENCE

+ PVC VINYL FENCE

+ WOOD FENCE

ACCESS CONTROL GATE OPERATIONS IN THE TAMPA BAY AREA

ACCESS CONTROL GATE OPERATION INSTALLATION OVERVIEW

An access control gate system is a perfect solution to your security concerns. These gate systems no longer require time-consuming, manual locking and unlocking of your gate. Not home, but need to allow someone to enter your home? It's as simple as using a phone app to open the gate and give them access.

SUGGESTED USES FOR ACCESS CONTROL GATES:

- > Residential Properties
- > Commercial locations
- > Residential and business locations in need of increased security

BENEFITS OF ACCESS CONTROL GATE OPERATIONS

Security

An access control gate system will help you step up your security. Only individuals you wish to have access will be able to enter through this gate system.



**WE TAKE THE GUESS WORK OUT
OF FITNESS AND NUTRITION**

- Corporate Wellness Solutions
- Individual Wellness Coaching
- Nutrition & Fitness Plans...that work!

[Start Your Journey Today](#)

What We Offer



PROVIDING INDIVIDUAL WELLNESS COACHING THAT WORKS.

[Sign Up Today!](#)

Why Choose Individual Wellness Coaching?

At Project Iron Therapy, we know how hard it seems to live a healthy lifestyle. With so much false information out there, which one works? Sadly, very few of them. There is no such thing as sustainable

Subscribe to Our Monthly Newsletter
We'll send fitness and nutrition advice directly to your inbox each month.

Have you been wanting to lead a healthier lifestyle?
Don't delay: Start TODAY!

[Subscribe](#)

* We don't share your personal info with anyone.

Whether you're on a mission to implement a corporate wellness program or simply want to get yourself on the right track, we have a solution that's right for you.

To learn more about our wellness solutions please select one of the options below.

[Corporate Wellness Solutions](#)

[Individual Wellness Coaching](#)



TORRES LANDSCAPING

RESIDENTIAL & COMMERCIAL SERVICES



MOWING & EDGING.

Brandon / Riverview / Valrico / Dover / Seffner

Our team of landscape professionals will keep your lawn and garden looking pristine all year long. When you hire Torres Landscaping you can rest assured that your lawn will be cared for. We are on time, professional and always go above and beyond to make sure we leave your lawn and garden looking well-cared for.



OUR LAWN CARE SERVICES.

Torres Landscaping is a family owned and operated business focused on delivering top notch landscaping solutions to residential and commercial clients in the Tampa area. Our level of service, quality of work and favorable prices can't be beat.



MOWING & EDGING

Quality mowing and edging services for both residential and commercial locations.



SOD INSTALLATION

Sod installation that will leave your lawn looking beautiful and well-maintained for years to come.



LAWN & GARDEN CARE

Complete lawn and garden care to keep your property looking beautiful all year long.



TREE TRIMMING / TREE SERVICE

Tree trimming services to keep your trees healthy and home safe from damage during storm season.



WEEDEATING

Weed-eating and weed removal services to rid your property of unsightly weeds.



FALL / SPRING YARD CLEAN UP

Our team will keep clear your yard for seasonal debris and leave it looking great all year.



SPRINKLER SYSTEM INSTALLATION & REPAIR

Professional installation and repair of sprinkler systems.



PRESSURE WASHING

Full service pressure washing of buildings/houses, walkways and patio areas.