



# TOYOTA of Ann Arbor

MARCH 2025



### Top Sales Award

“Tyler Doyle has earned the title of Salesman of the Month back-to-back! His dedication, skill, and drive continue to set the bar high and deliver outstanding results.

Tyler, thank you for your hard work and consistency. Your commitment to excellence inspires us all! Let’s celebrate Tyler’s achievement and keep the momentum going!” – Chris Low

### GM Message

March is here, bringing new opportunities to build on our momentum. Every customer trusts us to deliver the best experience—let’s meet that challenge with urgency, discipline, and excellence. Whether in sales, service, or support, your hard work drives our success. Stay focused, push for more, and let’s make this a record-breaking month. I appreciate your dedication and commitment—let’s keep raising the bar and delivering at the highest level. -Chris Low

### Happy Birthday

Christopher Low	3/2
Jerry Stancil Jr	3/5
Tatiana Osorio	3/9
Tina Moyer	3/9
Matthew Scott	3/9
Brian Widmark	3/14
Brandon Burgess	3/19
Linda McEntee	3/24
Charles Proulx	3/26
Joshua Mcqueer	3/27
Brandon Mcglashen	3/27
Joshua Brandon	3/28



### Fixed Ops Team Member of the Month

“Chelsi is always going above and beyond! Her dedication, forward-thinking

mindset, and commitment to excellence set the bar high. She anticipates needs before they arise and will always find a way to make things happen. Her hard work and proactive approach never go unnoticed! Thank you for everything you do for us, Chelsi!” - Keryn Flanary



### Top Guest Experience Winner

Monthly our service departments are tasked (For a reward of course) to seek out opportunities to “creatively Connect” with a guest coming in for service. They are not just looking to provide excellent service, since that is black and white. They are looking to create a hospitality experience, that is color... We have kicked off 2025 with some GREAT stories. However, we can have only one winner. This month’s winner is Lamont Howard!

### Congratulations for Your Years Of Service

Hunter Blackwood	03/06/17	8 Years
Dana Wines	03/17/22	3 Years
Jon Kennedy	03/14/22	3 Years
Gregory Cullins	03/04/22	3 Years
David Espinoza	03/04/22	3 Years
Keith Brooks	03/09/23	2 Years
Umar Nasir	03/06/23	2 Years



### NONSTOP Team Member of the Month

Dear Team,

“Please join me in congratulating Anna Mykytenko as our

NONSTOP Employee of the Month! Her dedication to mastering the process and more than doubling her previous 90-day average is truly impressive. Anna’s hard work and commitment to growth set a great example for us all. Thank you, Anna, for your drive and determination—we’re lucky to have you on the team! Thank You.” Chris Low



### Cooking Class at Sur La Table

WE had a great time at our first in-person cooking class! Thank you for everyone who came out and made it a memorable night

## Community Focused

Thank you to everyone who volunteered in January! We were able to add 53 hours to our annual goal!



WE INSPIRE PEOPLE TO GROW, MAKING OUR FAMILIES, TEAM, AND COMMUNITY PROUD



# SUBARU of ANN ARBOR

MARCH 2025



### Top Sales Award

“Ryan has consistently demonstrated a strong sense of reliability and a caring approach to his work. His commitment to going the extra mile — often working long nights and tirelessly supporting our customers — has set him apart. Ryan’s dedication and work ethic are truly appreciated.” – Zach Dunning

### GM Message

WE have started the year off at a record pace, and it’s all thanks to your nonstop efforts. You’ve embraced our mission of inspiring growth — not just for ourselves, but for our families, our team, and our community. Your commitment to excellence sets us up for a remarkable year, and together, we’ll continue making everyone proud. Keep up the amazing work, and let’s keep pushing forward to make this our best year yet!

-Zach Dunning

### Happy Birthday

Joshua Lancaster	3/4
Ryan Navarre	3/9
Brian Kuznetz	3/21
Creed Villanueva	3/25
Eric Gajda	3/25
Lynzey Board	3/27
Jeffrey Egnor	3/30

### Congratulations for Your Years Of Service

Dalton Cagle	03/12/15	10 Years
Darren Henry	03/07/17	8 Years
Matthew Shutes	03/05/18	7 Years
Amy Trombley	03/28/22	3 Years
Noah Norzaimi	03/02/23	2 Years
Kevin Allen	03/05/24	1 Year



### Fixed Ops Team Member of the Month

“Mike broke the sales record for the month of January production

proving that mindset is everything. He has consistently been a key member of an advisor team that improves each day. He often takes time out of his day and our morning meetings to pass on the knowledge he has gained over the years with his extensive sales career. WE look forward to another record-breaking year, bring on 2025! “  
-Matt Davis



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### The Energy Bus Book Club



We kicked off 2025 strong by reading The Energy Bus, where we learned about taking ownership of our lives and energy! Hope to see you all at the next book club! #NOENERGYVAMPIRESALLOWED

### Trainings

Every Saturday at 8:30am – Cyclops Review (F&I Only)

March 3rd - 1pm - Closing and Handling Objections

March 10th - 12pm - Managing Perception

March 11th - 1pm - Creating a thriving culture

March 12th - 2pm - Goal Setting 201 - Must have takes goal setting 101 to participate

March 14th - 2pm - Understanding the finance process

March 17th - 12pm - Being your future you

March 21st - 2pm - Presenting Numbers

March 24th - 12pm - Apt Setting

March 25th - 2pm - Understanding the finance process

### Subaru Loves to Help



WE were able to donate over 100 winter coats to kids in

need within our community through the Subaru Loves to Help initiative. WE partnered with House by The Side of the Road and are so thankful to have organizations like them in our backyard!



### NONSTOP Team Member of the Month

“Shawn has demonstrated an unwavering commitment to excellence. His hard work and dedication have been evident in everything he does, and his contributions have made a real difference for the team. Shawn’s nonstop approach to his work and community sets a great example for us all. Let’s congratulate him on this well-deserved recognition and continue to follow his lead in delivering outstanding results every day!” – Zach Dunning



- 3/8 | WE Care Awards at The Henry Ford Museum @ 6pm
- 3/11 | Volunteering with Fisher House
- 3/18 | Volunteering with Michigan Foster Care Closet
- 3/20 | Volunteering with House By the Side of The Road
- 3/21 | Toyota vs Subaru Basketball Game at Emerson Middle School