



— RECAPTURING REVENUE

You paid for the ring. Now close the deal.

What shops across the AAMCO network are doing about the revenue that leaks out of the phone — and how much they got back.



Dealer Meeting · June 2026

Every ring on that counter phone is money **you already spent.**



National ad fund

You pay in every month so the AAMCO name makes phones ring.



Local leads

Search ads, LSAs, mailers, referrals — every channel ends at the same place: a ring.



The call itself

The marketing did its job — the customer is on the line. **This is where the money is won or lost.**

And the rings are coming — the network marketing does put you top-of-mind. **The leak is what happens after you pick up.**

Olelo Intelligence runs in AAMCO shops across the network today. More on that in a few slides.

— A CALL YOU'VE HEARD A HUNDRED TIMES

The \$1,840 that hung up.

ADVISOR ...so with the rebuild you're looking at about eighteen-forty all in.

CUSTOMER Okay. Yeah... let me talk to my wife and I'll call you back.

ADVISOR Sure thing, no problem. We're here 'til six.

CUSTOMER Sounds good, thanks.

Nobody called back.



Composite of failure-to-authorize calls from the AAMCO network, January 2026 analysis. Average originally-quoted job on these calls: \$3,959.

— DO YOUR OWN MATH — RIGHT NOW

What did you pay for each ring?

$$\frac{\$}{\text{Your monthly marketing spend (ad fund + local)}} \div \frac{\text{Inbound calls last month}}{\text{Inbound calls last month}} = \frac{\$ / \text{ring}}{\text{What every single ring costs you}}$$

Whatever your number is — that's what's on the line every time the phone rings and the deal doesn't close.

— WHERE IT LEAKS

Six ways paid-for calls turn into **lost jobs.**

1. The ring nobody answers

After hours, lunch rush, advisor under a car.

2. The soft decline

"Let me think about it" — and nobody ever re-pitches the job.

3. The broken promise

"We'll call you when the part's in." The sticky note dies.

4. The no-show

Booked the appointment, nobody confirmed it, bay sits empty.

5. The price shopper

Quoted a number, never invited in. They buy from whoever engages.

6. The slow follow-up

A week passes. The repair happens somewhere else.

For a high-volume location, that's **\$2,000+ a day** in recoverable work.

High-volume location estimate from AAMCO network call analysis; recoverable = jobs quoted or requested by the customer that never converted.

— BEFORE WE GO FURTHER

This is not a people problem.

Your advisor is writing an estimate, taking a payment, and answering the phone — **at the same time.**

No human catches every call, remembers every callback, and re-pitches every declined job. **That's not a person's job. That's a system's job.**

And you can't fix what you can't hear. Every one of these leaks is invisible until somebody inspects the calls.

— PART TWO

What shops across the network are doing about it

Not a pilot. Not a demo. Running today, in shops like yours.

— IN THEIR WORDS

"From day one, Olelo has proven to be a game changer. One of the most valuable aspects has been the ability to validate the true source of our marketing leads and, more importantly, assess the quality of those leads."

BRETT MILLER · AAMCO owner · 2 locations · Missouri

Customer reference on file, AAMCO network.

— IN THEIR WORDS

"We have never had a tool to measure to this depth how we're performing."

MULTI-LOCATION OPERATOR GROUP · 10 AAMCO locations · VA / NC / SC

Started with a handful of shops. Expanded to ten.
Aggregate recovery running at **~\$1.5M a year.**

Operator - reported aggregate across 10 locations; individual location results vary with call volume.

— THE NUMBER THAT MATTERS

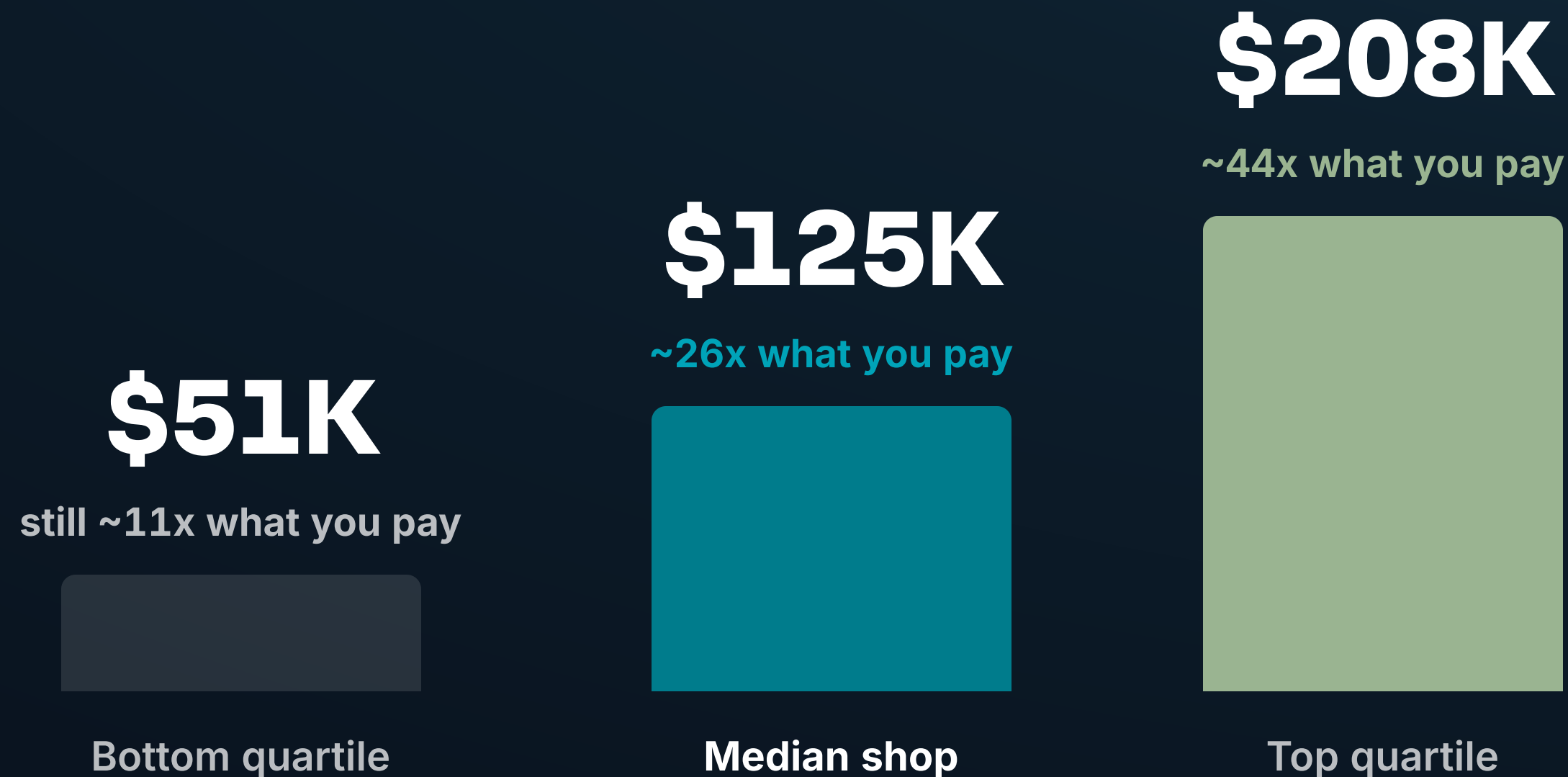
\$131,115

recovered revenue per location, per year — validated at the invoice level.

Not estimated. Not projected. Measured with a control group across 58 locations and 318 location-months, then cross-checked against real repair orders.

March 2026 production-database update of the January 2026 Revenue Recovery Analysis. High-confidence streams only (decline-alert recovery + AI voice agent); excludes coaching-driven gains.

Your number depends on **your call volume.**



Annual recovered revenue per location, January 2026 Revenue Recovery Analysis (control-group validated, 58 locations). Returns measured against the \$395/month subscription. More rings in = more recovered.

— PART THREE

One day in your shop, with Olelo on the phones

No dashboards - and - buzzwords tour. Just what actually happens.

7:02 AM 

The call you couldn't take gets answered anyway.

You don't open for an hour. The AI agent picks up, talks to the customer, and **books the appointment on the spot** — then texts the customer a confirmation, so they actually show.

About **3 in 10** of these calls book directly with the agent. More convert when your team follows up.

"Many customers have commented that they did not know the agent was AI."

JEFF BECK · AAMCO owner · San Antonio

After-hours + overflow call capture: ~\$40K/year per location (high-confidence stream, Jan 2026 analysis). Direct AI bookings: 29.6% of new-opportunity calls handled.

11:15 AM

A customer soft-declines a quote. Your manager knows in minutes.

38%

Do nothing

About 38% of declined customers eventually come back on their own. The rest are gone.

50%

Revenue-at-risk alert

The alert flags the revenue at risk; one same-week callback and **half come back and book**. That gap is recovered revenue.

\$3,959

Per saved job

Average originally-quoted value of these declined jobs. These aren't oil changes.

Control group: 38.11% baseline return vs 49.57% with notification (+11.5 pts attributable). Decline-alert recovery: ~\$69K/year per location, high-confidence. Jan 2026 Revenue Recovery Analysis.

The soft decline, caught and saved.

[SCREEN GRAB — Ed]

Platform view: soft-decline detection on a live call, with context from the customer's prior calls and the recommended next step.

Walkthrough: what the platform heard, why it flagged revenue at risk, and the one action it recommends.

The advisor call-back, armed with the history.

[SCREEN GRAB — Ed]

Platform view: revenue-at-risk alert and the advisor call-back queue, with every prior conversation summarized so the call starts smart, not cold.

Walkthrough: the alert, the queue, and the data-driven next step a stack of call recordings cannot give you.

2:30 PM 

"We'll call you back"
actually happens.

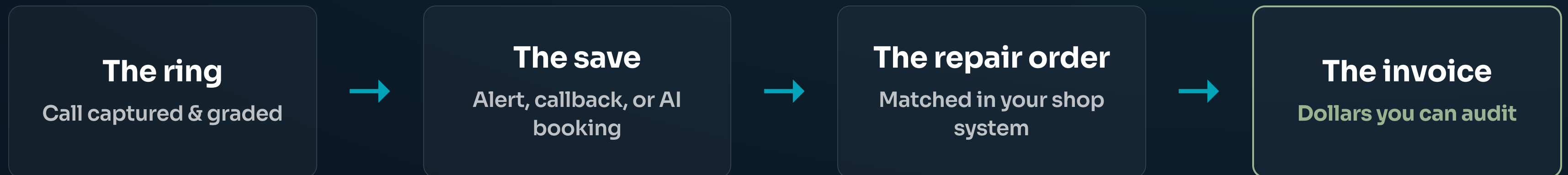
Every promised callback gets tracked. Nothing lives on a sticky note.
Your team sees exactly who's owed a call, today.

Too slammed to make the calls? Our callback team can make them for you
— you only pay when it converts.

Managed Callback Services, launched March 2026 — outcome-based pricing.

6:04 PM 

Every recovered dollar shows up on a real invoice.



Don't take our word for it. 110,000+ calls are already matched to invoices across the network. You can check ours against your own books.

110K+ distinct calls linked to repair-order invoices via shop-system integration (network-wide, as of June 2026).

What it will **never** do

✗ **It doesn't quote.**

Pricing stays with your advisors. Always.

✗ **It doesn't diagnose.**

It won't guess what's wrong with a transmission. That's your techs' job.

✗ **It doesn't replace anyone.**

It catches the calls your people physically can't take, books what it can, and hands the rest to your team.

It answers, it books, it hands off. That's it.

What you tell your advisors

"This isn't a camera pointed at you. It's a **net under you** — it catches the calls you can't take, remembers the callbacks you don't have time to track, and proves the jobs you save."

Shops where the team leans in recover more. Shops where it lands as surveillance don't. **How you introduce it matters more than any feature.**

— THE MATH, ALL ON ONE SLIDE

You don't pay until it has paid you 10x.

Olelo subscription, per location

\$395/mo = **\$4,740**/yr

The 10x guarantee threshold

\$47,400/yr

Recovered revenue — median shop

\$125,000/yr (~26x)

Until it has returned 10x, you pay

\$0

Three out of four shops on record clear the guarantee in year one. If yours doesn't, you don't pay.

Recovery distribution from the Jan 2026 Revenue Recovery Analysis, control-group validated (58 locations). Guarantee terms confirmed at signup.

— FOR THE MULTI-SHOP OPERATORS IN THE ROOM

Same scoreboard, every location.

Benchmark shops side by side

Booking rates, recovered dollars, callback discipline — compared across your locations, not anecdotes from your managers.

Find the coachable gap

When one store books at 50% and another at 38%, you finally know where the gap is — and what it's worth.

Proven at 10 locations

The VA/NC/SC operator group runs all ten shops on Olelo — roughly \$1.5M a year in aggregate recovery.

This is **already** running.

400K+

calls processed
across the network

50K+

calls handled
every month

110K+

calls matched
to invoices

0

shops have left because
the product didn't work

Network database, June 2026. Churn note: two locations exited for non-product reasons (one business closure, one ownership dispute).



— THE ASK

Want to see your shop's number?

We'll pull your own calls and show you what's leaking — **your data, not a brochure.** If the number's small, you'll know. If it isn't, you'll know that too.

ed@olelo-ai.com

You already paid for the ring.