

April's Employee Corner



STEPHANIE HAMLEY, SERVICE ADVISOR, SERVICE DEPARTMENT

Stephanie Hamley is the April Employee of the Month and one of Pearman's newer members of the family. Married to her best friend, the Sparkman High graduate from New Hope has a daughter, a son and six grandchildren.

Outside of work, if you don't find her straddling a Harley wearing leathers and doing twisties on Alabama's open back country roads; you will probably find her taking a cruise with her family. Stephanie started her career working in the automotive industry in 1996 as a customer service representative at Thrifty Car Rental. In 2003, she joined Victor Hyundai, which later sold to Bentley Automotive where she was a Service Advisor until she joined the Pearman family in March last year.

She says the best part of her job is working with and meeting new people while learning more about the automotive industry.

"You have to love what you do to be happy, and the atmosphere at Ray Pearman along with my co-workers, help me overcome the many challenges we face at our jobs from day to day."

Customers Riding in Style as Pearman Sells First 2025 Lincoln Navigator



Pearman's David Chapman sold the very first new 2025 Lincoln Navigator in March! While new models usually come in the fall, Lincoln was late delivering the new Navigators, but his lucky customer was proud to take ownership of the keys. Top selling point for the new models? Lincoln has made a number of features standard across the SUV lineup while making it simple to personalize it to match the customer's needs and sense of style.

Lincoln 10th Most Popular Luxury Brand Globally In 2024

Lincoln posted a 35% year-over-year sales increase during 4th quarter 2024 in the U.S., as well as a 28% increase in 2024 compared to 2023. The redesigned Lincoln Nautilus was largely responsible for an impressive turnaround in the U.S.



Lincoln managed to beat out Acura, Infiniti, Alfa Romeo, Jaguar, Polestar, DS Automobiles, Lotus, and Alpina globally. And it is worth noting that Lincoln was one of a few gainers this time around, while the overall luxury vehicle segment declined by 3% in 2024.

On the mainstream side of the equation, Ford ranked third globally after moving 4,292,000 vehicles in total last year – a 1% year-over-year increase, which ranks it behind only Toyota and Volkswagen. Ford managed to hold onto the third spot this past year once again even as it suffered major losses.

WELCOME

- Jacob Little - Oil Change Tech
- Branden Eli - Oil Change Tech
- Jordan Travis - Mobile Van
- Stephanie Jansen - Appointment Coordinator
- Tiffany Scott - Loaner Transportation
- Jason Howland - Service Drive Porter

New Hires for April



Car Trivia

What is the name of the famous French endurance race that lasts 24 hours?

Answer found on the back page



- | | |
|---|---------------------------------------|
| April 16
Braden Peralta | May 11
Julio Colon Mantilla |
| April 20
Nick Bledsoe | May 14
Jake Stewart |
| April 30
Korey Jacobs
Tyrell Hunt
Robert Turner | May 17
Adam Hyder |
| May 5
Franklin Alexander | May 30
Ken Vann |

Happy Anniversary!

May 11
Betty Coates



March Sales By the Numbers

78 Total Units Sold in March



- 41 USED
- 10 NEW AVIATORS
- 12 NEW NAUTILUS
- 9 NEW CORSAIRS

Top March Salesman - Adam Hyder with 20½ units
2nd Place - Joe Gray with 14 units

