

December's Employee Corner



Ken Vann, Service Adviser

Imagine you are a "car kid" whose dad is the service manager at a local car dealership. He gets you a job after school and during summer breaks working with him at the dealership, even though you are not yet old enough to get a driver's license. Pretty cool, huh?

That is Ray Pearman Service Advisor, Ken Vann's story and while he certainly has a driver's license now, he has moved up in position and notoriety from writing and flagging Repair Orders, dispatching technicians and even hauling hay for Doug Ray (the original "Ray" in Ray & Pearman Lincoln), the Hazel Green native will celebrate 40 years at Pearman next year and is the December featured employee this month.

Ken attended Calhoun Community College for two years, but he was hooked on the automotive industry at a young age and has never looked back.

Currently widowed, with two grown girls, Ken has won over 50 Customer Service Index (CSI) awards through the years and credits the people and the Pearman family specifically, as his favorite aspect of working at Pearman.

"You have to take care of customers in any retail and service business, but at Ray Pearman, customer service is more than a business philosophy. It is a commitment we all stand by," he said.

Home For the Holidays

December 20. don't miss the Pearman Blessing Day

Ray Pearman owes all its success over the years to the grace of God. For that reason, the annual Pearman Christmas party is called Blessing Day and Pastor Philip Slusher from Whitesburg Baptist Church will join the staff with a Christmas blessing. Afterward, all employees will be gifted a Christmas Ham as thanks for your hard work and dedication to Pearman's success this year. The executive staff will also receive a black Pearman jacket with their name on the sleeve. So even if you are off that day, come join your Pearman family for the party and pick up your Christmas gift!

December 23. Show Us Your Ugliest Sweater

The first Ugly Sweater Party began in 2002 and since then has its own national holiday on the third Friday of December. The Pearman Ugly Sweater Contest is on Monday before the Christmas Holiday, so forget all the best dressed awards you have won and embrace your tacky side! Show up to work wearing the ugliest sweater you can find! 1st and 2nd place prizes will be awarded. Gary Pearman and Betty Coats will judge. The contest is based on originality and "ugliness" and Parts & Service is issuing a challenge to sales & administration, so give it your best shot!



Lincoln Nautilus Keeps Winning: The 2024 Popular Science Best of What's New Award

In October, the Lincoln Nautilus won *MotorTrend's* 2025 SUV of the Year. Now, the new Lincoln Nautilus is the Grand Auto Winner in the 2024 *Popular Science* Best of What's New awards in the automotive category. Each year the editors of *Popular Science* review thousands of new products and innovations and choose the top 50 winners across 10 categories. To win a product or technology must represent a significant step forward in its category and the Nautilus has done just that with new, effortless connectivity. "Simply put, the Nautilus is a mobile communication center with luxury seats," says the *Popular Science* Team. The new Nautilus advances the notion of sanctuary with a reimagined interior that maximizes space and gives you a sense of tranquility with the help of new, connected experiences. That should give the Pearman sales staff a tool chest full of ammunition with customers!



Happy Birthday!

December 19
Trey Marcel

December 21
Destiny Willis
Austin Parks

December 22
Lynn Pearman

December 25
Stephanie Hamley

Happy Anniversary!

January 3 - 1 year
Danielle Humphrey

January 11 - 29 years
Zach Pearman

January 15 - 16 Years
Tony Pope

January 22 - 1- Year
Andrew Henderson

January 23 - 24 Years
Paige Sandlin

January 29 - 1 Year
Sharee Faulk

November Sales By the Numbers

56 Total Units Sold in November

 4 New Aviators 9 New Nautilus 1 New Navigator 9 New Corsairs	 33 Used Vehicles Sold in November
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Top Nov. Salesman - Adam Hyder with 18½ units
2nd Place - David Chapman with 11 units



The Ray Pearman Lincoln family lost our friend and fellow employee, Joe Buddy Miller on Monday, December 9. Known only as "Buddy" to the Pearman family, he was 85 years old and had worked as a Driver for Ray Pearman for the past 11 years. He was laid to rest at Maple Hill Cemetery.

Car Trivia



Which classic car is known for its distinctive "suicide doors"?

Answer found on the back page

