

What

**AutoNation**

# Fuels

AUTONATION'S IN-STORE  
**BEST PRACTICES**

# You?



**Mark LeCompte**  
House of Imports

Mark LeCompte has been in the automotive industry since 1997 and joined AutoNation in 2003. He knows both sides of the business. Mark was a Controller for six stores, a General Sales Manager of Mercedes-Benz Oxnard and MINI of Valencia. Two years ago, Mark was promoted to General Manager of AutoNation Chevrolet Valencia, and most recently appointed the new General Manager of House of Imports. He and his team have won multiple awards.

The magic ingredient? *"It's the positive engagement. I have made a point of washing a car or making a key. It has an impact."*



**Julie Miller**  
AutoNation Honda Sanford

Julie Miller, is the General Manager of AutoNation Honda Sanford in North Florida. She started in banking but found her niche in managing dealerships. She's been in the automotive industry for 34 years.

Julie has managed AutoNation Honda Sanford since 2006, she is a multi-year Honda President's Award winner and continues to have a high customer satisfaction rating.

*"People will follow you if they trust you and see that you are in it for them and will give them the opportunity to move up -- that is the secret ingredient to success."*



**Jeff Amidon**  
AutoNation Toyota  
Corpus Christi

Jeff Amidon is the General Manager at AutoNation Toyota Corpus Christi.

Jeff joined AutoNation in February 2003 and has been in the automotive industry for 29 years. He started as a parts driver in 1987 and moved up through the ranks. He was a Fixed Operations Director when AutoNation bought the Toyota store 14 years ago.

*"Coming up through the ranks, I never forget to talk to everyone and show personal interest."* Jeff's top priority is to promote from within, roughly 75% of open positions have been filled by internal applicants.