



"The whole process is customer-centric."

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GLENEAGLES CONVERSIONS

Gleneagles Conversions Ltd was established in 1994, and over 17 years, has carved a niche as one of the most popular vehicle conversion companies around. So what's the secret?

Sales guru Jeffrey Gitomer says, in his weekly business bulletin that: "People don't like to be sold, but they love to buy". The inspiration behind this admittedly, glitzy slogan might easily have been Gleneagles Conversions

where the business is founded on expertise and not slick salesperson opportunism for a fast buck.

Gleneagles Conversions has steadily developed a reputation as front-runners in their field; not because of their volume sales success, more so as experts in the Motability scheme and customised vehicle adaptations. With everything on site, starting with an excellent choice of vehicles

including Qubo, Doblo, Berlingo, Kangoo, Expert/Dispatch, Master, all with automatic or semi automatic options, plus a wide range of adaptations for the disabled driver or disabled passenger to choose from, the team have an accrued knowledge that's second to none.

Being an expert in the adapted car sector doesn't mean telling the customer what they need, it's key therefore, to listen to what the customer says, suggesting different ideas that solve the issues that are important to them. In other words, through the knowledge & experience of the Gleneagles team, the customer buys what they

want to buy, not what the salesperson wants to sell them.

The whole process is customer-centric and starts with either a chat over the phone or a more detailed face to face assessment, at the customers own home if required. This means that the big decisions are made without pressure and in the customers own time; crucial to getting it right.

MORE:

Gleneagles Conversions
95 Bonnygate, Cupar, Fife,
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