

# Toyota Select Sales 2026 Program

## For United States Accounts

1. Go to CRM > Account Mgmt

The screenshot shows the Toyota Material Handling CRM interface. The top navigation bar includes the Toyota logo and 'MATERIAL HANDLING'. Below it are navigation links: Back, Forward, History, Favorites, Personalize, View, Help. A menu bar contains icons for Lift Trucks, Dealer Analytics, Toyota Construction, TMHNA, Dealer Applications, Finance, Staff Management, and CRM (highlighted with a red box). Below the menu bar are tabs for Pre-Sales, Pre-Sales (NA), Account Mgmt (highlighted with a red box), Master Data, Marketing, Activities, Marketing Analytics, and Sales Analytics (NA). The breadcrumb trail shows CRM > Account Mgmt > Business Partner. The left sidebar has a 'Business Partner' section. The main content area is titled 'Search: Accounts' and contains a 'Search Criteria' section with the following fields:

Field	Operator	Value	Buttons
Search for:		All Accounts	
Account ID	is		+ -
Customer ID	is		+ -
Name 1 / Last Name	is		+ -
Quick Find	is		+ -
To Be Archived	is	not set	+ -
Marketing Attribute	is	Group1=D1 (SAP_000)	+ -
Relationship Valid On	is		+ -
Fleet Classification	is		+ -
Conquest Flag	is		+ -

Maximum Number of Results: 100

2. Select the Box for Marketing Attribute and enter the below information:
  - In 'Attribute Set', select = 2026\_select\_sales (2026\_SELECT\_SALES)
  - In 'Attribute', select = Group1
  - In 'Value', select = D1

The screenshot shows a browser window with the URL [crp.tmhna.com/sap\(===\)/bc/bsp/sap/bsp\\_wd\\_base/popup\\_buffered\\_frame\\_cached.htm?sap-client=300&sap-language=EN&sap.](http://crp.tmhna.com/sap(===)/bc/bsp/sap/bsp_wd_base/popup_buffered_frame_cached.htm?sap-client=300&sap-language=EN&sap.) The dialog box is titled 'Select Marketing Attributes' and contains the following fields:

Attribute Set:	2026_select_sales (2026_SELECT_SALES)
Attribute:	Group1
Value:	D1

Buttons: OK, Cancel

3. Press OK
4. Please be aware that the search will default to "100 Maximum Number of Results". Set this to 999 prior to pressing 'Search' to see all results.

Search Criteria

Search for: All Accounts

Account ID is [ ]

Customer ID is [ ]

Name 1 / Last Name is [ ]

Quick Find is [ ]

To Be Archived is [not set]

Marketing Attribute is [Group1=D1 (SAP\_000)]

Relationship Valid On is [ ]

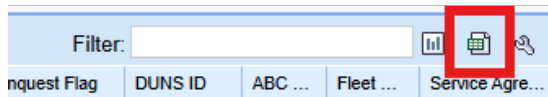
Fleet Classification is [ ]

Conquest Flag is [ ]

Maximum Number of Results: 999

Search Clear Reset Save Search As: Save

5. Press Search
6. Once loaded, your selected customers will be listed
7. Please utilize the Excel export icon on the far-right side of the screen to export all results



8. **Note:** All quote history can be found in the "TMH Dealer Sales Performance App", located in the "Quotes" section under "Customer Segmentation".
  - All dealer sales leadership and District Sales Managers have access to this historical quoting information.



## For Canadian Accounts

1. Go to CRM > Account Mgmt

The screenshot shows the Toyota Material Handling CRM interface. At the top, there is a navigation bar with the Toyota logo and 'MATERIAL HANDLING' text. Below this is a menu with options: Back, Forward, History, Favorites, Personalize, View, Help. A secondary menu contains icons for Lift Trucks, Dealer Analytics, Toyota Construction, TMHNA, Dealer Applications, Finance, Staff Management, and CRM (highlighted with a red box). A third menu includes Pre-Sales, Pre-Sales (NA), Account Mgmt (highlighted with a red box), Master Data, Marketing, Activities, Marketing Analytics, and Sales Analytics (NA). The breadcrumb trail reads 'CRM > Account Mgmt > Business Partner'. The left sidebar shows 'Business Partner' as the active section. The main content area is titled 'Search: Accounts' and contains a 'Search Criteria' section with the following fields:

Field	Operator	Value	Buttons
Search for:	All Accounts		
Account ID	is		+ -
Customer ID	is		+ -
Name 1 / Last Name	is		+ -
Quick Find	is		+ -
To Be Archived	is	not set	+ -
Marketing Attribute	is	Group2=D2 (SAP_000)	+ -
Relationship Valid On	is		+ -
Fleet Classification	is		+ -
Conquest Flag	is		+ -

Maximum Number of Results: 100

2. Select the Box for Marketing Attribute and enter the below information:
  - In 'Attribute Set', select = 2026\_select\_sales (2026\_SELECT\_SALES)
  - In 'Attribute', select = Group2
  - In 'Value', select = D2

crp.tmhna.com/sap(===)/bc/bsp/sap/bsp\_wd\_base/popup\_buffered\_frame\_cached.htm?sap-client=300&sap-language=EN&sap...

Attribute Set:	2026_select_sales (2026_SELECT_SALES)
Attribute:	Group2
Value:	D2

OK Cancel

3. Press OK
4. Please be aware that the search will default to "100 Maximum Number of Results". Set this to 999 prior to pressing 'Search' to see all results.

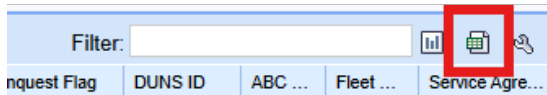
The screenshot shows a 'Search Criteria' form with the following fields and values:

Field	Operator	Value
Search for:		All Accounts
Account ID	is	
Customer ID	is	
Name 1 / Last Name	is	
Quick Find	is	
To Be Archived	is	not set
Marketing Attribute	is	Group2=D2 (SAP_000)
Relationship Valid On	is	
Fleet Classification	is	
Conquest Flag	is	

Maximum Number of Results: 999

Buttons: Search, Clear, Reset, Save Search As: [ ], Save

5. Press Search
6. Once loaded, your selected customers will be listed
7. Please utilize the Excel export icon on the far-right side of the screen to export all results



8. **Note:** All quote history can be found in the "TMH Dealer Sales Performance App", located in the "Quotes" section under "Customer Segmentation".
  - All dealer sales leadership and District Sales Managers have access to this historical quoting information.

