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SERVICE ADVISOR TRAINING

SEPTEMBER SCHEDULE

JOIN THE GROUP TRAINING ACADEMY
AND OUR PROFESSIONAL TRAINERS FOR
THE BEST SERVICE ADVISOR TRAINING
AVAILABLE!

THE FIRST STEP LIVE

\$295

**GREAT FOR NEW HIRES! START YOUR
TEAM OUT RIGHT WITH THIS
PROFESSIONAL PROCESS TRAINING!**

- GREET CLIENTS PROFESSIONALLY
- REAFFIRM YOUR UNDERSTANDING
OF THE CLIENT'S CONCERNS &
PUT THEIR MINDS AT EASE
- IMPROVE COMMUNICATION SKILLS
- OFFER REALISTIC PROMISE TIMES
- SCHEDULE THE NEXT VISIT

**SEPTEMBER 14TH
9:00AM - 11:00AM CST**

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THEGROUPTRAININGACADEMY.COM

SELLING THE JOB

MPI / DIAGNOSIS

\$49

THIS IS ANOTHER STEP FOR INCREASING CP SALES. ADVISORS WILL LEARN EFFECTIVE TECHNIQUES FOR SELLING REPAIRS AND MPI RECOMMENDATIONS AFTER THE CONCERN HAS BEEN DIAGNOSED. WE ENCOURAGE ADVISORS TO BRING IN DECLINED RO'S OR JOBS THEY ARE GETTING READY TO CALL AND SELL.

SEPTEMBER 14TH

1:00PM - 1:45PM CST

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CLOSING SKILLS: GETTING TO YES!

\$49

IF WE DON'T ASK THEM TO BUY, THEY WON'T! MANY ADVISORS STOP SHORT OF CLOSING THE SALE. THIS SESSION IS FULL OF EFFECTIVE CLOSES FOR YOUR TEAM TO REVIEW AND CHOOSE FROM. A PROFESSIONAL TRAINER WILL ENCOURAGE YOUR TEAM TO PERSONALIZE THEIR PRESENTATIONS AND CLOSES BY KEEPING THEM SIMPLE, YET EFFECTIVE.

SEPTEMBER 14TH
2:00PM - 2:45PM CST

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MASTER YOUR PRESENTATIONS WITH ROLE-PLAYS

\$49

PRACTICE MAKES PERFECT! REVIEW BENEFITS FOR SERVICES WHILE USING OUR 5-STEP SELLING PROCESS.

GET THE OPPORTUNITY TO:

- LISTEN TO OTHERS MAKE THEIR PRESENTATIONS & LEARN FROM PROFESSIONALS
- SELL TO THE TRAINER WHO WILL GIVE THEM PRAISE AND CRITIQUES AS NEEDED
- OPENLY ASK QUESTIONS AND DISCUSS EACH OTHER'S DESCRIPTIONS AND METHODS

SEPTEMBER 16TH

10:00AM - 10:45AM CST

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BENEFITS THAT SELL!

\$49

THERE IS A HUGE DIFFERENCE BETWEEN
SELLING AND TELLING.
IN THIS SESSION, A PROFESSIONAL TRAINER
WILL DISCUSS HOW TO USE BENEFITS IN A 5-
STEP SELLING PROCESS SO YOUR
CUSTOMERS WILL NOT ONLY BUY, BUT THEY
WILL WALK AWAY FEELING GOOD ABOUT
THEIR PURCHASE.

SEPTEMBER 16TH
11:00AM - 11:45AM CST

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THEGROUPTRAININGACADEMY.COM

GETTING THE BIGGEST RETURN ON TRAINING INVESTMENTS

\$99

WE'VE DEVELOPED MANY TRAINING TOOLS AND ACCOUNTABILITY PROCESSES TO HELP YOU AS A MANAGER GUIDE YOUR TEAM TO HUGE INCREASES. THIS INVALUABLE SESSION IS PACKED FULL OF IDEAS TO KEEP YOUR TEAM MOTIVATED WITH FUN COMPETITIONS, REGULAR TRAINING EXERCISES, AND CONSISTENT MONITORING.

SEPTEMBER 16TH
2:00PM - 3:00PM CST

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