

# Automotive Service Professionals



## Automotive Service Association Midwest

Now serving Missouri, Kansas, Iowa, Nebraska, Arkansas and Oklahoma

### Des Moines Area Automotive Service Professionals

**Tuesday, October 20, 2015**

**6:30- 8:30 pm**



### Moving Beyond the First NO—

**A Step-By-Step Guide to Increasing Your Sales by  
Overcoming Sales Objections**

**Virtual Training...Live from California  
by Jeremy O'Neal, AdvisorFix**

#### LOCATION:

**Felix & Oscars**

**4050 Merle Hay Rd**

**Des Moines, IA 50310**

**\$25 for ASA-Midwest Members**

**\$30 for non-members**

**Includes dinner & training**

**RSVP BY OCTOBER 16th**

What do you do when a customer says no to a sale? Many times the first no is just a test from the customer. However, many service advisors don't know how to get beyond the first no without putting undo pressure on the customer to buy. You'll leave with a complete system to help you move beyond the first no in a non-threatening way that will assist you in closing more sales.

### Registration Form

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Attendees: \_\_\_\_\_

Credit Card : \_\_\_\_\_

Name on the Card: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVC Code: \_\_\_\_\_

Billing Address: \_\_\_\_\_ Zip: \_\_\_\_\_

**Fax to 816.817.2260**

**Or call ASA-Midwest at 816.781.5801**



**Coming Soon to Des Moines:**

**NOVEMBER**

**Details Coming Soon!**

**DECEMBER**

**Details Coming Soon!**

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