

## ASA-Midwest Training Tour Question Based Selling for the Service Advisor

Live Training presented by **Barry Barrett**

Barry Barrett will be touring ASA-Midwest Chapters delivering some very valuable information for Service Advisors on how to strengthen sales through question-based selling.

Learn the 12 reasons why you should ask questions. Attendees will also gain knowledge on the basics to questioning, including what questions to start with and the two different types of questions you should ask your customer. Every attendee will leave with a step-by-step plan that can be implemented immediately so you can start seeing an increase in sales the very next day.

### Registration Form

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

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

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

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

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

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

Fax to 816.817.2260

**QUESTIONS? Call ASA-Midwest at 816.781.5801**



**\$79 for ASA-Midwest Members  
\$125 for Non-Members**

Dinner 6:00 - 6:30pm

Training 6:30 - 9:00pm

**RSVP BY JUNE 8th**

**2 1/2 hours of quality  
management training!**

### St. Louis Chapter

**Monday, June 13, 2016 - 6:00-9:00 pm**

Forest Park Community College  
5600 Oakland Ave - Automotive Department  
St. Louis, MO 63110

### Kansas City & Lawrence/Topeka Chapters

**Tuesday, June 14, 2016 - 6:00-9:00 pm**

Matt Ross Community Center  
8101 Marty Street  
Overland Park, KS 66204

### Lincoln Chapter

**Wednesday, June 15, 2016 - 6:00-9:00 pm**

inMOTION Auto Care  
131 Russwood Parkway  
Lincoln, NE 68505

### Des Moines Chapter

**Thursday, June 16, 2016 - 6:00-9:00 pm**

Animal Rescue League  
5452 NE 22nd Street  
Des Moines, IA 50313

**www.asa-midwest.org**

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