

# Automotive Service Professionals



## Automotive Service Association Midwest

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

### Wichita Area Automotive Service Professionals

Tuesday, June 21, 2016  
6:00 - 9:00pm



### Question Based Selling

Presented by  
**Barry Barrett**

2 1/2 hours of quality  
management training!

#### LOCATION:

**BG Products**  
740 S Wichita St  
Wichita, KS 67213

\$49 for ASA-Midwest Members  
\$75 for non-members

Includes dinner & training

**RSVP by June 14th**

Barry Barrett will be live via webinar 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**  
**Or call ASA-Midwest at 816.781.5801**



**Coming Soon to Wichita:**

**JULY**  
**No Meeting**

**AUGUST**  
**No Meeting**

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