

Automotive Service Professionals



Automotive Service Association Midwest

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

Lawrence / Topeka Area
Automotive Service
Professionals

Thursday, October 1, 2015
6:30 - 8:30 pm



**"Achieving Maximum
Sales Goals"**

Video training by Maylan Newton

LOCATION:

Topeka Public Library
1515 SW 10th Ave
Topeka, KS 66605

\$20 for ASA-Midwest Members
\$25 for Non-Members
Includes Dinner and Training

The entire shop profitability depends on sales being made. This class is a must attend for all of your sales staff. Your sales staff must be in control of the sales presentation. Most service advisors are order takers, convert your staff into salespeople who achieve and maximize your sales goals. This training will cover the tips and techniques your sales staff needs to close more sales, how to use questions and statements that lead to buying decisions and how to identify the challenges in closing the sale. Learn these important key words and phrases to close more sales and make your presentations count while having the confidence to up-sell and still build lasting relationships with your customers.

Registration Form ...

- ☐ Pay at the door (cash or check)
☐ Pay by credit card (use form below or register online)

Company: _____ **Phone Number:** _____

Attendees: _____

Credit Card #: _____ **Exp. Date:** _____ **CVC Code:** _____

Name on the Card: _____ **Amount:** _____

Billing Address: _____ **Zip Code:** _____

FAX TO 816.817.2260 Or call ASA-Midwest at 816.781.5801

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