

Automotive Service Professionals



Automotive Service Association Midwest

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

Kansas City 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:

CARQUEST Distribution Center
7751 Nieman Rd
Shawnee, KS 66214

\$30 for ASA-Midwest Members
\$35 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 Kansas City:

NOVEMBER 10

**Misfire Analysis
With Jeff Bly**

DECEMBER 1

Annual Holiday Celebration!

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ASA Midwest * 244 W Mill St., Suite 105 * Liberty, MO 64068