

# THE PROFITABLE SERVICE ADVISOR

## THE 4 KEYS TO MAXIMIZING PROFIT

Leverage the **4 Keys to Maximizing Profitability** to master the skills to grow your shop's profit. The 4 Keys are the four fundamental areas of sales that must be carried out during every transaction. The success of your sales effort comes down to consistently executing on these fundamentals.

- **Key #1 - Master Lead Conversion.**
  - Learn to fill your bays with the right vehicle and the right customer.
  - How to convert today's telephone price shopper.
  - How to convert digital leads.
- **Key #2 - Initial Vehicle Write-Up**
  - Leveraging the first two minutes of face time with your customer. This is the optimum window to connect with your customer.
  - Learn how to create lifetime referral relationships.
  - Move from a transactional salesperson to a trusted service advisor.
  - Why an initial walk around is essential and how it will save your shop thousands of \$\$\$.
- **Key #3 - Sales Presentation.**
  - Learn how to deliver a sales presentation the customer wants.
  - Your key to long-term success is a professional sales presentation.
  - Understanding the psychology of each client and adapt to their preferred method of communication.
  - Create a sales explosion and win the customer every time.
- **Key #4 - Sales Objections**
  - Your sales job begins when the customer says "no".
  - What you do in the seconds after the first "no"?
  - Leave with the confidence to deal with the toughest sales objections.

**Set new sales records when you return to your shop!**

# 1 DAY CLASS

**DATE:**

Saturday,  
September 7th, 2024

**TIME:**

8:00am - 5:00pm

**CLASS ID:**

BD3474

**INSTRUCTOR:**

Jeremy O'Neal

**LOCATION:**

Austin Marriott  
4415 South IH-35  
Austin, TX 78744  
(512)-441-7900

**COST:**

\$385 per student  
(meals included)

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