



The
GROUP
TRAINING ACADEMY

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SERVICE ADVISOR TRAINING

**JUNE
SCHEDULE**

JOIN THE GROUP TRAINING ACADEMY
AND OUR PROFESSIONAL TRAINERS FOR
THE BEST SERVICE ADVISOR TRAINING
AVAILABLE!

THE FIRST STEP LIVE

\$295

**START YOUR TEAM OUT RIGHT WITH
THIS PROFESSIONAL PROCESS
TRAINING!**

- GREET CLIENTS PROFESSIONALLY
- REAFFIRM YOUR UNDERSTANDING OF THE CLIENT'S CONCERNS & PUT THEIR MINDS AT EASE
- IMPROVE COMMUNICATION SKILLS
- OFFER REALISTIC PROMISE TIMES
- SCHEDULE THE NEXT VISIT
- PERSONALIZE CLOSING TECHNIQUES

JUNE 15TH

10:00AM - 12:00PM CST

REGISTER HERE

THEGROUPTRAININGACADEMY.COM

GETTING THE BIGGEST RETURN

\$99

NON-FOU MEMBERS ONLY: SW SERVICE SOLUTIONS HAS DEVELOPED MANY TRAINING TOOLS AND ACCOUNTABILITY PROCESSES TO HELP MANAGERS GUIDE THEIR TEAM TO HUGE INCREASES.

BY PROVIDING MANY TOOLS, THIS INVALUABLE SESSION WILL BE PACKED FULL OF IDEAS TO KEEP YOUR TEAM MOTIVATED WITH FUN COMPETITIONS, REGULAR TRAINING EXERCISES, AND CONSISTENT MONITORING.

JUNE 15TH
2:00PM - 3:00PM CST

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SELLING PREVENTATIVE MAINTENANCE PACKAGES

\$49

LET US INCREASE YOUR CUSTOMER PAID SALES AS WE DEMONSTRATE HOW TO BUILD VALUE INTO FOLLOWING PREVENTATIVE MAINTENANCE PLANS. ENSURE CUSTOMERS ARE NEVER OVERWHELMED BY LEARNING HOW TO PRESENT COMBINATIONS OF SERVICES WITH SIMILAR BENEFITS IN A CONCISE YET EFFECTIVE MANNER.

JUNE 17TH

9:30AM - 10:15AM CST

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SELLING THE JOB

\$49

THIS IS ANOTHER STEP FOR INCREASING CP SALES.

IN THIS SESSION, ADVISORS WILL LEARN EFFECTIVE TECHNIQUES FOR SELLING REPAIRS AND MPI RECOMMENDATIONS AFTER THE CONCERN HAS BEEN DIAGNOSED.

WE ENCOURAGE ADVISORS TO BRING IN DECLINED RO'S OR JOBS THEY ARE GETTING READY TO CALL AND SELL.

JUNE 17TH

11:00AM - 11:45AM CST

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CLOSING SKILLS: GETTING TO YES

\$49

IF WE DON'T ASK THEM TO BUY, THEY
WON'T!

MANY ADVISORS STOP SHORT OF
CLOSING THE SALE. THIS SESSION IS
FULL OF EFFECTIVE CLOSES FOR YOUR
TEAM TO
REVIEW AND CHOOSE FROM.

JUNE 25TH
1:00PM - 1:45PM CST

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BENEFITS THAT SELL

\$49

THERE IS A *HUGE* DIFFERENCE BETWEEN SELLING AND TELLING. LET US HELP YOUR ADVISORS EVOLVE FROM RECITING LISTS TO GIVING EFFECTIVE BENEFIT-BASED PRESENTATIONS. IN THIS SESSION, LEARN A 5-STEP SELLING PROCESS TO ENSURE YOUR CUSTOMERS WILL WALK AWAY FEELING GOOD ABOUT THEIR PURCHASE.

JUNE 25TH
2:00PM - 2:45PM CST

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