

Introduction to Vehicle Sales Course

A Comprehensive 2 Day Program

Topics covered in the program:

- Legislation applying to vehicle sales
- Completing the Contract of Sale
- Forms and correct use of forms
- Meeting / Greeting the customer
- Qualifying
- The expectations of today's buyer
- Selecting / Presenting and demonstrating a vehicle
- Presenting vehicles for maximum impact
- Appraisal of the Trade-In
- Trial close and introduction to the Sales Manager
- Closing techniques
- Closing and Asking for Help
- Introduction to Business Manager
- Delivery
- Owner Follow Up
- Prospecting

Who should attend:

- Those seeking employment in vehicle sales
- newly employed vehicle sales consultants
- AND vehicle sales trainees

This 2 day program provides participants with entry-level knowledge and skills to present the stock and sales area; sell product, understand and apply the legal requirements relating to vehicle sales.

Comments from previous participants:

- "I had no previous experience in this field, I now feel confident"
- "I've had a very enjoyable learning experience, I'm glad I did it"
- "Excellent course"

Course would suit:

New Vehicles
Used Vehicles
Motorcycles
Trucks
Commercial vehicles

See full course schedule for dates at <http://training.mtansw.com.au> or phone (02) 9213 4222

Cost: Members \$360.00 (GST Inclusive) (non members please add 30%)

To register for this course please fill in your details and Fax to: (02) 9212 6889

Please post cheques, after faxing, to Locked Bag 5012, Darlinghurst, 2010. Confirmations will be sent 1 week prior to course commencing via fax. **Any enquiries please contact MTA's Training Department on Ph: (02) 9213 4222**

This document becomes a tax invoice for GST when you make payment. ABN: 63000008088

Seminar Name: _____	Session Date: _____
Member Number: _____	Company Name: _____
Postal Address: _____	Phone Number: _____
	Fax Number _____
Email Address _____	Mobile Number _____
Attendee Name (s): _____	
Payment: <input type="checkbox"/> Credit Card	Card/Account Number: _____ MasterCard/Visa/Amex
	Cardholder's Name: _____ Expiry Date: _____
<input type="checkbox"/> Cheque	Cheque No: _____
<input type="checkbox"/> EFT: ANZ Darlinghurst, BSB No. 012-140, A/C No. 833370639 (Please fax through remittance after transfer)	
<input type="checkbox"/> Capricorn Account	Account No: _____
Amount: \$ _____	Voucher No: _____

Please send me an SMS reminder message 24hrs prior to course

Whilst there is every intention to run the program as advertised, MTA NSW reserves the right to change the program and/or presenters. MTA NSW also reserves the right to cancel this event due to insufficient numbers. If this occurs, refunds will be made in full.

If you wish to cancel your registration and you notify us 5 or more working days before the event, we will refund 100% of your fee. For cancellations notified less than 5 working days before the event, no refund will be made. All registrations are transferable at any time to another person within your organisation (at no charge).