

"CLOSING THE SALE" COURSE

How many sales is your dealership missing out on because your sales consultants cannot close a sale?

Have your sales consultants lost the confidence to ask for a sale from their customers?

This course is for new and used vehicle Sales Consultants, and has been designed to enable them to be totally versed and have a full comprehension of the HOW, WHY and WHEN to close a sale.

This course will cover:

- Closing phone inquiries
- Locking in appointments
- Correct ways to negotiate
- Getting a result, direct and in direct
- Pre closing questions, the six position sell, test drive, role plays
- How to overcome objections
- The Double close- introducing the finance or sales manager
- Alternate give-a-ways, window tint, mats, spats
- The correct way to say "keep in touch" with the customer
- Closing techniques including the puppy dog close, direct order and referrals
- Follow-up and prospecting

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

Cost: Members \$185.00 (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).