

Available Programs and Workshops In Ontario

NEW HIRE SALES PROCESS TRAINING

Toronto August 13 - 15

Building 12 car per month new hires through better skills, processes & goals!

BUSINESS MANAGER'S SCHOOL

Toronto September 17 - 19

An F&I process to smash through the \$1000+ per car barrier!

LEASE RENEWAL MANAGEMENT

Toronto August 8

A proven turn-key customer retention strategy to take you to a 66% renewal rate!

MANAGING THE SALES PROCESS

Toronto August 7

Improve profits in any market condition by better managing the sales process and team.

SERVICE ADVISORS SALES TRAINING

Toronto August 12

Every back-end person that deals with customers learns how to sell & close not just quote jobs.

INTERNET SALES TRAINING

Toronto July 29

A down to earth program about how to respond and sell to internet leads.

TELEPHONE, SALES AND CLOSING TUNE-UPS

Great refreshers.

ON-SITE / IN-DEALERSHIP TRAINING

One time or ongoing customized on-site workshops for your specific needs.

JOB FAIRS - NEW SALES PERSON RECRUITING & TRAINING

On-site events to find the best suited candidates for a career in car sales.



"The workshop was excellent. I was very impressed with the techniques." Mark Campbell, UCM, Ontario Mazda
"Great ideas, solid delivery, kept our attention and lots of information for our staff." Terry Zamrit, GM, Hyundai of Thornhill
"Duane is very informative, up to date, helpful and realistic." Indy Chandhori, GSM, Oakville Honda

A Real Solution

TIRED OF WAITING FOR UPS?

APPOINTMENT BASED SELLING SYSTEM

In-Dealership training is now available.

How many appointments do your sales people have booked, on average, per day? What are you doing on a daily basis to ensure they are not relying on the front door? How does an appointment's closing ratio compare to a walk-in? How many different types of contacts are they confidently skilled in making?

Let Duane come to your store, train your staff on over 10 different types of contacts, and take and make the calls with your team, 'putting his money where his mouth is and walking the talk' with you. He'll show you who, when, what, why and how to call.

You will never run out of prospects again. Want to sell more cars to people you probably would have never had a shot at? This program is for all levels of experience.

TEAM RELMARK  **DEALER SERVICES**

Call Kathleen or Lydia at 1-888-rel-mark (1-888-735-6275)

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