

## DUANE MARINO

Make no mistake about it, Duane is a true car guy. He is one of North America's leading authorities in the development of human potential in the auto industry.

Duane is constantly updating his skill set and materials, while learning from well over 20,000 people he has now trained, consulting at nearly 350 dealerships in Canada and the U.S., and also continues to hone his own sales skills and processes in the real retail environment of car sales in his family's business.

## AT THE SEMINAR, YOU WILL LEARN:

- The secrets to selling 30 plus vehicles per month retail
- Explode your income
- What great sales people do every day to accomplish extreme return
- Build your business and career and discovering your brilliance
- Proven ways to handle the most common stalls and objections
- Defuse confrontation at point of contact and transition into your sales process
- High powered closes for today's environment
- Make more money regardless of the economy

## SEMINAR LOCATION

**Thursday June 10  
or Friday June 11, 2010**

Holiday Inn Hotel & Suites  
Oakville @ Bronte  
2525 Wyecroft Road  
Oakville, ON L6L 6P8  
905.847.1000

8:00 a.m. until 3:00 p.m.

Contact John Kostakos 647-234-0162

## TESTIMONIAL

"For almost 40 years, I have produced seminars featuring the best trainers and speakers such as Jackie B.Cooper, Grant Cardone, Zig Ziglar, Brian Tracy and many, many more. Duane Marino is the trainer of today. He not only understands the market and the inner workings of a store, he can actually do what he teaches in a store personally. I can say that every salesperson, manager and dealer should take advantage of what he has to offer, from phone to sales to closing skills, management training, F&I and sales psychology. **HE'S YOUR MAN.** He's both dynamic and down to earth. Don't miss any opportunity to see him in person when he comes to your area, attend one of his regular workshops in his home markets or have him come to your store."

*Bob Mohr, Bob Mohr and Associates,  
USA, Canada, Australia, England*



# SPARTAN SALES CONSULTANTS

*Presents*

## RELATIONSHIP SELLING SEMINAR STOP DEPENDING ON LOT TRAFFIC

*Featuring Duane Marino*

"I could have had any speaker in the world do my talk at the Automotive Hall of Fame in Detroit with me, and I picked Duane. We've become good friends ever since. Do not miss the opportunity to see him live. He's the new real deal."

*Joe Girard, Number One Car Salesman in the World - Guinness Book of World Records and Best Selling Author, Detroit*

1.888.735.6275 DuaneMarino.com



# WE ARE NOT ORDINARY, WE ARE THE BEST

## TESTIMONIALS:

"We rarely, if ever, allow an outside trainer into our store. We brought Duane in to work with our Management and Sales team. He not only inspired and informed me and our staff at never seen before levels, he took our phone traffic in front of us and was amazingly successful, especially with the most difficult calls. He has since done the same workshop for our entire group."

*Amin Tejani, General Manager,  
Don Valley Toyota, Canada's largest volume dealership, Toronto*

"Duane is uplifting, motivational, practical and real world. There's no BS in his material, approach or delivery. That's why we have him here to work with our group time and time again."

*John Eivindson, General Manager, Wheaton Group, Nanaimo*

"I was a lot porter and when I started selling cars my dealership sent me to see Duane. I was told to sit down, shut up and listen to everything he had to say. I took it one step further. I actually did what he said when I got back. The 'senior' sales people didn't like me too much, because I started to immediately out sell them. I have since moved to a different city for personal reasons, practice the same techniques, have NEVER taken lot traffic unless I'm forced to, make well over \$100,000 a year, and work less hours than anyone else in the store. He's a freak and he's golden. Thanks so much Duane for all you've taught me."

*Tyler Sage, Sales Professional, Georgian GM, Barrie*

"We sent some new people to Duane and they all came back raving about it. Then their results came in and their numbers were improving wildly. Duane's workshop is now a pre-requisite to employment within our group."

*Rick Paletta, CarNation Auto Group, Burlington*

"I was new to the car business when I attended Duane's sales training. As a result of actually using what he taught me, my success on the floor resulted in my promotion to Sales Manager. My newest and number one sales person now is a by-product of his teachings. He not only improved my sales, his philosophies improved my life!"

*Pino Auletta, Sales Manager, Lockwood Chrysler, Oakville*

"I came into this business with absolutely no experience. I attended Duane's training, immersed myself in it, memorized it and started to execute it diligently. My averages have been in the top 2% since for years, and I re-attend occasionally to make sure I'm not deviating from his principles."

*Chris Hogue, Business Manager, Muskoka Chrysler, Muskoka*

"While in the midst of the worst economic downturn and automotive contraction the United States has ever seen, we knew we needed something different, fresh, motivating and effective to help our dealers get out of the slump. So we sought the best we could find and found Duane in Canada, flew him in to our Washington studio and he did a 2 hour Power Talk, broadcast across the nation. The feedback was instant, awesome and unanimous. He'll be back soon for another show."

*Jeff Sleete, Vice President, Sinclair Broadcasting Company,  
Baltimore*

"We have enjoyed a strong training relationship for years. I have experienced dozens of American and Canadian trainers over the years and none of them can do what he does both on the phones and in the training room. He has great rapport with my entire team and they love it when he's here."

*Parry Lagler, General Sales Manager, Harmony Honda, Kelowna*

## IN DEALERSHIP MEETING NOTES

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