



Automotive Service Association-Midwest Kansas City Area

Now serving Missouri, Kansas, Iowa, Nebraska, Arkansas and Oklahoma

MARCH

What If? Don't Leave Your Family and Employees in a Crisis

lead in person by Joe Severt, Owner of I-70 Auto Service

What if...? We all ask the question but think it will never happen to us. But industry friends, it DOES happen! Some of our fellow industry shop owners have experienced it. Accident, illness and even death.

Is your business prepared if something happens to you or one of your key employees? Do your employees know what to do? Does your spouse know what to do or how to keep the business open and running?

Join us for this ASA-Midwest member-exclusive event where we discuss valuable information, documents, and policies and procedures that will help your business keep running smoothly in the unfortunate event something happens. Owners and managers will come away from this meeting with a 20-page document that you can immediately begin completing that will provide information, resources and plans for your team.

Don't leave your family and employees in crisis. This is an ASA-Midwest member exclusive chapter event you can't afford to miss!

Tuesday, March 20, 2018

6:30 - 8:30 pm

LOCATION:

**V's Restaurant
10819 E US Hwy 40
Independence, MO 64055**

ASA-Midwest Members Only - \$25

Training and Dinner Provided

APRIL

April 17, 2018

6:00 - 9:30 pm

**\$99 for ASA-Midwest Members
\$199 for Non-Members**

Location:

**Matt Ross Community Center
Vista / Plaza Room
8101 Marty
Overland Park, KS 66204**

Selling Diagnostic Services for Maximum Profits presented in person by Jeremy O'Neal, AdvisorFix

Take a journey into the world of your customer and find out exactly how to sell diagnostic services for maximum profit. During the course, Jeremy will assist each participant in understanding how to create diagnostic service packages that auto repair consumers will pay for. Each participant will learn a step by step system for identifying the right type of jobs to apply diagnostic charges to and how to properly present these sales to customers. Participants will learn how to deal with the 5 most common sales objections presented when selling diagnostic services. The goal is to help each participant create a more profitable repair shop.

For more information and to register, visit www.ASA-Midwest.org/members

Registration Form

Company: _____ Phone: _____

Credit Card : _____ Exp. Date: _____

Name on Card: _____ CVC Code: _____

Billing Address: _____ Zip: _____

Select the event(s) you'd like to register for

	MARCH	APRIL
Attendee: _____	<input type="checkbox"/>	<input type="checkbox"/>
Attendee: _____	<input type="checkbox"/>	<input type="checkbox"/>
Attendee: _____	<input type="checkbox"/>	<input type="checkbox"/>

Fax to 816.817.2260, or call ASA-Midwest at 816.413.9800

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