

Automotive Service Professionals



Automotive Service Association Midwest

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

**Kansas City / Lawrence / Topeka
Automotive Service Professionals**

**Tuesday, April 17, 2018
6:00 - 9:30 pm**

**Selling Diagnostic Services for
Maximum Profits**

Presented in person by
Jeremy O'Neal, AdvisorFix



**WHO IS THIS TRAINING FOR:
Shop Owners, Managers, and
Service Advisors**

LOCATION:

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

**\$99 for ASA-Midwest Members
\$199 for non-members**

Includes dinner & training

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.

Registration Form

Company: _____ Phone: _____

Attendees: _____

Credit Card : _____

Name on the Card: _____

Exp. Date: _____ CVC Code: _____

Billing Address: _____ Zip: _____

**Fax to 816.817.2260
Or call ASA-Midwest at 816.413.9800**

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