



# Central Mo Chapter



Thurs, October 21, 2021



6:30 - 8:30pm



Shakespeare's Pizza - South  
3911 Peachtree Drive  
Columbia, MO 65203

## 5 Deadly Sins Service Advisors Make

recording featuring  
**Jeremy O'Neal,**  
**AdvisorFix**

This video presentation begins by helping you update your diagnostic sales packages and understanding how to properly position yourself as an expert in this challenging marketplace. You will learn how to overcome the 3 objections every customer gives you regarding diagnostic services and how to win the cars you want. Having a rock solid Diagnostic Sales game plan will help you increase profitable sales and profitability. As a bonus we will review the 5 deadly sins service advisors make everyday and how you can avoid them. You will leave with a fresh outlook on our profession and have new skills to help you succeed immediately. This seminar will include information on income, capital gains, and estate taxes and discussion of estate and succession planning for business owners.

**Members: \$25**  
**Non-Members: \$35**

includes dinner and training

for shop owners and service advisors

*Register at* **MWACA.org/events**

*Questions?* **816.413.9800**