



St. Louis Chapter

Seeing the Unseeable: How to Have a Discovery Conversation With Your Customer

via webinar with
Rick White

Sponsored by:



Tuesday, November 10



6:30pm-8:30pm



Jammin J Automotive
10188 Page Ave
St. Louis, MO 63132

\$20 for Industry Professionals

includes dinner and training

Advisors and owners are struggling to make sales. I am asked over and over, How can I improve my closing skills? My response? "You're focused on the right issue but asking the wrong questions."

It's about the questions you ask your customer, your focus, your poor assumptions and your disconnect. In this one hour live webinar I'll show you why you're struggling and give you solid things you can do immediately to correct it.

Register at **MWACA.org/events**
Questions? **816.413.9800**

for shop
owners and
service advisors