



# Advisor Mistakes & How to Avoid Them

presented in-person  
by Rick White



## Central MO Chapter



Monday, Oct 26, 2020



6:00-9:00pm



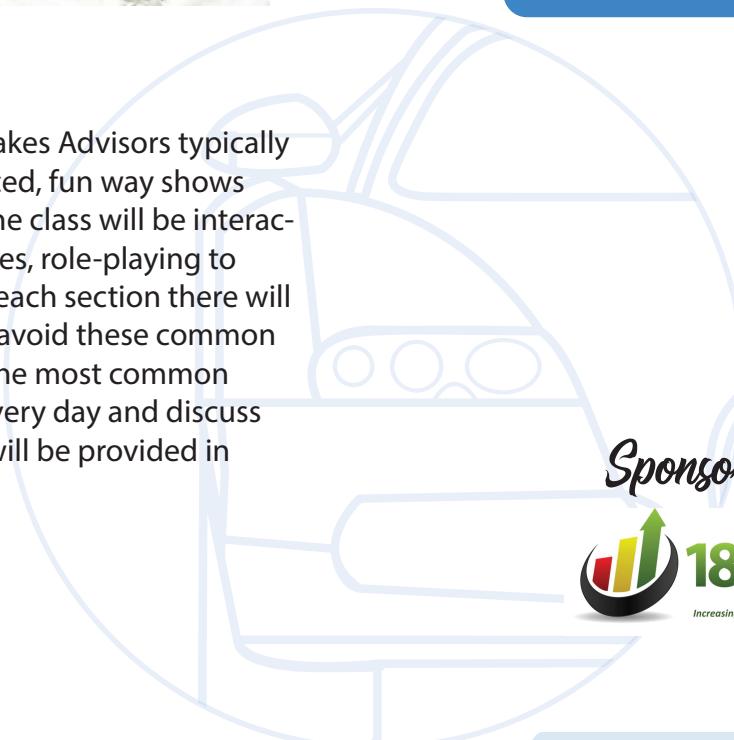
Dr. Rowe's  
1005 Club Village Dr.  
Columbia, MO 65203

Members: \$59

Non-Members: \$99  
includes dinner and training

This course reviews the top eight mistakes Advisors typically make in a selling situation in a fast-paced, fun way shows you what you can do to avoid them! The class will be interactive and will combine instruction, stories, role-playing to showcase each mistake. At the end of each section there will be an easy to implement action list to avoid these common pitfalls. You will learn how to identify the most common mistakes made on the front counter every day and discuss best practices. You can use tools that will be provided in these situations to guarantee success.

for  
shop owners,  
managers and  
service  
advisors



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Register at [mwaca.org/events](http://mwaca.org/events)  
Questions? 816.413.9800

### UPCOMING EVENTS:

December 1:  
Holiday Happy Hour  
Bur Oak Brewery