

Rick White Roadshow

owner of 180BIZ and
collaborator on DriveYourKPI.com
presentations presented in person

sponsored by



MWACA Members: \$59 Non-Members: \$99

Advisor Mistakes & How to Avoid Them

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.

Making Change Stick

You just finished another GREAT seminar weekend with lots of ideas on how to improve your business. Back to the shop you go - ready to implement all that you have learned. Next thing you know, you are back to firefighting and babysitting. What went wrong? This class is intended to provide the owner and/or manager with practical tools that they can fall back on to not only introduce new practices and processes into their shop, but to make sure that they are implemented successfully and for the long term.

Wichita

Monday, October 28, 2019

6:00 - 9:00 pm

BG Products

740 S Wichita Street

Wichita, KS 67213

Kansas City

Tuesday, October 29, 2019

6:00 - 9:00 pm

Matt Ross Community Center

8101 Marty

Plaza / Vista Rooms

Overland Park, KS 66204

Des Moines

Wednesday, October 30, 2019

6:00 - 9:00 pm

Animal Rescue League

5452 NE 22nd Street

Des Moines, IA 50313

Registration Form

Wichita Kansas City Des Moines

Fax to 816.817.2260

Or call MWACA at 816.413.9800

Company: _____ Phone: _____ Attendees: _____

Credit Card #: _____ Name on the Card: _____

Exp. Date: _____ CVC Code: _____ Billing Address: _____