



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

live via webinar with
Rick White



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 webinar I'll show you why you're struggling and give you solid things you can do immediately to correct it.

for shop
owners and
technicians

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

Des Moines Chapter



Tuesday, November 10



6:30pm-8:30pm



Animal Rescue League
5452 NE 22nd Street
Des Moines, IA 50313

**\$20 for Industry
Professionals**

includes dinner and
training

Sponsored by:



Upcoming Events

DECEMBER 10, 2020
Holiday Party
Social Eats