



The
GROUP
TRAINING ACADEMY

Powered By 

SERVICE ADVISOR TRAINING

**JULY
SCHEDULE**

**JOIN THE GROUP TRAINING ACADEMY
AND OUR PROFESSIONAL TRAINERS FOR
THE BEST SERVICE ADVISOR TRAINING
AVAILABLE!**

THE FIRST STEP LIVE

\$295

**START YOUR TEAM OUT RIGHT WITH
THIS PROFESSIONAL PROCESS
TRAINING!**

- GREET CLIENTS PROFESSIONALLY
- REAFFIRM YOUR UNDERSTANDING OF THE CLIENT'S CONCERNS & PUT THEIR MINDS AT EASE
- IMPROVE COMMUNICATION SKILLS
- OFFER REALISTIC PROMISE TIMES
- SCHEDULE THE NEXT VISIT
- PERSONALIZE CLOSING TECHNIQUES

JULY 13TH

10:00AM - 12:00PM CST

REGISTER HERE

THEGROUPTRAININGACADEMY.COM

GETTING THE BIGGEST RETURN

\$99

NON-FOU MEMBERS ONLY: SW SERVICE SOLUTIONS HAS DEVELOPED MANY TRAINING TOOLS AND ACCOUNTABILITY PROCESSES TO HELP MANAGERS GUIDE THEIR TEAM TO HUGE INCREASES.

BY PROVIDING MANY TOOLS, THIS INVALUABLE SESSION WILL BE PACKED FULL OF IDEAS TO KEEP YOUR TEAM MOTIVATED WITH FUN COMPETITIONS, REGULAR TRAINING EXERCISES, AND CONSISTENT MONITORING.

JULY 13TH

2:00PM - 3:00PM CST

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SELLING PREVENTATIVE MAINTENANCE PACKAGES

\$49

LET US INCREASE YOUR CUSTOMER PAID SALES AS WE DEMONSTRATE HOW TO BUILD VALUE INTO FOLLOWING PREVENTATIVE MAINTENANCE PLANS. ENSURE CUSTOMERS ARE NEVER OVERWHELMED BY LEARNING HOW TO PRESENT COMBINATIONS OF SERVICES WITH SIMILAR BENEFITS IN A CONCISE YET EFFECTIVE MANNER.

JULY 15TH
10:00AM - 10:45AM CST

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BODY LANGUAGE SKILLS THAT PAY OFF

\$49

ACTIONS REALLY DO SPEAK LOUDER THAN
WORDS.

JOIN A HIGHLY QUALIFIED TRAINER THAT WILL
TEACH:

- HOW TO RECOGNIZE BODY LANGUAGE SIGNALS
- WHAT EACH SIGNAL/POSTURE MEANS
- HOW TO SEND OUT POSITIVE SIGNALS
- HOW TO CHANGE THE POSTURE AND CHANGE
THE MIND

JULY 15TH

11:00AM - 11:45AM CST

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MASTER YOUR PRESENTATIONS WITH ROLE-PLAYS

\$49

PRACTICE MAKES PERFECT!

**LEARN OUR 5-STEP SELLING PROCESS & GET THE
OPPORTUNITY TO:**

- **LISTEN TO OTHERS MAKE THEIR
PRESENTATIONS SO THEY CAN LEARN FROM
OTHER PROFESSIONALS.**
- **SELL TO THE TRAINER WHO WILL GIVE THEM
PRAISE AND CRITIQUES AS NEEDED.**
- **OPENLY ASK QUESTIONS AND DISCUSS EACH
OTHER'S DESCRIPTIONS AND METHODS.**

JUL 7 27TH

10:00AM - 10:45AM CST

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SELLING THE JOB

\$49

THIS IS ANOTHER STEP FOR INCREASING CP
SALES.

IN THIS SESSION, ADVISORS WILL LEARN
EFFECTIVE TECHNIQUES FOR SELLING
REPAIRS AND MPI RECOMMENDATIONS AFTER
THE CONCERN HAS BEEN DIAGNOSED. WE
ENCOURAGE ADVISORS TO BRING IN
DECLINED RO'S OR JOBS THEY ARE GETTING
READY TO CALL AND SELL.

JULY 27TH

11:00AM - 11:45AM CST

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