



TRAINING  
ACADEMY

Powered By **AVI**

# SERVICE ADVISOR TRAINING

**MAY  
SCHEDULE**

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

# SELLING PREVENTATIVE MAINTENANCE

\$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.

---

MAY 11TH  
10:00AM - 10:45AM CST

[REGISTER HERE](#)

THEGROUPTRAININGACADEMY.COM

# BODY LANGUAGE SKILLS

**\$49**

**ACTIONS REALLY DO SPEAK  
LOUDER THAN WORDS.**

**IN A TIME WHEN MANY ARE WEARING  
MASKS, THE ABILITY TO READ POSTURE HAS  
BECOME MORE RELEVANT THAN EVER. IN  
THIS SESSION LEARN:**

- **HOW TO RECOGNIZE BODY LANGUAGE**
- **THE MEANING OF EACH SIGNAL/POSTURE**
- **THE IMPORTANCE OF MIRRORING**
- **PLUS MUCH MORE**

---

**MAY 11TH  
11:00AM - 11:45AM CST**

**[REGISTER HERE](#)**

**THEGROUPTRAININGACADEMY.COM**

# THE FIRST STEP LIVE

**\$295**

START YOUR TEAM OUT RIGHT WITH  
THIS PROFESSIONAL PROCESS  
TRAINING!

- ASK CLIENTS DIAGNOSTIC QUESTIONS
- PERFORM COMPLETE WALK-AROUND
- IMPROVE COMMUNICATION SKILLS
- OFFER REALISTIC PROMISE TIMES
- BUILD LASTING RELATIONSHIPS
- PERSONALIZE CLOSING TECHNIQUES

---

MAY 14TH  
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.

---

MAY 14TH  
2:00PM - 3:00PM CST

[REGISTER HERE](#)

THEGROUPTRAININGACADEMY.COM



# BENEFITS THAT SELL

\$49

THERE IS A *HUGE* DIFFERENCE BETWEEN SELLING AND TELLING. LET US HELP YOUR ADVISORS EVOLVE FROM RECITING LISTS TO GIVING EFFECTIVE BENEFIT-BASED PRESENTATIONS. IN THIS SESSION, LEARN A 5-STEP SELLING PROCESS TO ENSURE YOUR CUSTOMERS WILL WALK AWAY FEELING GOOD ABOUT THEIR PURCHASE.

---

MAY 26TH  
10:00AM - 10:45AM CST

[REGISTER HERE](#)

THEGROUPTRAININGACADEMY.COM

# CLOSING SKILLS: GETTING TO YES

**\$49**

IF WE DON'T ASK THEM TO BUY, THEY  
WON'T! MANY ADVISORS STOP  
SHORT OF CLOSING THE SALE. THIS  
SESSION IS FULL OF EFFECTIVE  
CLOSES FOR YOUR TEAM TO  
REVIEW AND CHOOSE FROM.

---

MAY 26TH  
11:00AM - 11:45AM CST

[REGISTER HERE](#)

THEGROUPTRAININGACADEMY.COM