

F&I MENU SELLING

All great craftsmen have one thing in common...they have the very best tools...and they keep them in perfect condition. This one-day intensive workshop is designed to increase gross profits, product penetrations and customer retention. In today's automotive environment it is important to ensure your Financial Services Manager is maximizing every opportunity by selling a spread of products. We teach them how to effectively use the tools they have available to increase product penetrations and we will challenge them to move to the next level of production .

Key Focus:

- Utilize customer interview information to better position sales.
- Master the Menu for higher profits, customer satisfaction & compliance.
- Obtain incremental product sales by closing skills
- Intensive Role Play
- Using customer objections as opportunities to sell
- Tools to create value and credibility

Who Should Attend

- ✓ F& I Managers
- ✓ Sales Managers

Register at

www.compassteamonline.com/sales/sellingskills



What's in Your Tool Box?

