

# CAR DEALERSHIP SERVICE TRAINING PROGRAMME



**Title:** Driving Performance Improvement (Gold)  
**Audience:** Any car dealership Service Managers  
**Length:** 1 day  
**Format:** Interactive workshop

## Training Course Overview:

This module looks in more depth at personal organisation and how to manage processes to maximise the performance of the car service department and achieve maximum returns for the business.

## Key Learning Areas:

- The objectives of a Car Service Manager.
- Where to look to increase car sales and profitability.
- Management of sales processes within the car service department.
- The traits of top performers.
- Personal organisation, prioritisation and daily, weekly and monthly activity.
- Positively influencing the car service team.
- How to agree positive next actions and car sales.
- Where to look to increase car sales and profitability.
- How to develop long term customer relations and repeat business.
- KPIs in the car service department and how to improve them.

Are you interested? Call us on 01325 637251 or complete the contact form on [www.motorvise.com](http://www.motorvise.com)

