

MOTORCYCLE DEALERSHIP SALES TRAINING PROGRAMME



Title: Proactive Sales Generation & Outbound Prospecting (Silver)

Audience: Any motorcycle dealership sales staff

Length: 1 day

Format: Interactive workshop

Training Course Overview:

This module will give you the practical skills to improve your telephone prospecting abilities. With a focus on proactivity and the self-generation of motorcycle enquiries, it is designed to improve your personal effectiveness as a motorcycle sales person and optimise business performance.

Key Learning Areas:

- The traits of a proactive motorcycle salesperson.
- Self-generating motorcycle enquiries when customers are not enquiring.
- How to use proven prospect call tracks to generate more appointments and motorcycle sales.
- How to use warranty or motorcycle service plans to create sales opportunities.
- The importance of using the telephone to maximise personal sales prospecting performance.
- Basic telephone skills – including appointment setting.
- How to prepare for a prospecting call.
- How and when to make the call.
- What if no answer?
- How to use prospecting scripts to stand out positively from automotive dealership competitors.
- How to agree positive next actions that can lead to a motorcycle sale.
- How to create a high-quality appointment confirmation that sets you apart from your automotive dealership competitors.

Are you interested? Call us on 01325 637251 or complete the contact form on www.motorvise.com

Automotive
Training Academy



CAR DEALERSHIP
TRAINING



ELECTRIC
VEHICLE
TRAINING



MOTORCYCLE
DEALERSHIP
TRAINING



LEISURE VEHICLE
DEALERSHIP
TRAINING