

# CAR DEALERSHIP PARTS TRAINING PROGRAMME



**Title:** Proactive Parts Sales Generation & Outbound Prospecting (Silver)  
**Audience:** Any car dealership aftersales 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 car enquiries, it is designed to improve your personal effectiveness as a parts car salesperson and optimise business performance.

## Key Learning Areas:

- The importance and traits of being proactive.
- The importance of using the telephone to maximise personal car sales prospecting performance.
- How to use proven prospect call tracks to generate more car sales.
- Basic telephone skills to increase car sales conversion rates.
- How to develop effective partnerships with suppliers.
- How to agree positive next actions that can lead to a car sale.
- How to generate related car parts sales revenues.
- How to generate trade business growth.

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

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