

LEISURE VEHICLE DEALERSHIP PARTS TRAINING PROGRAMME



Title: Proactive Parts Sales Generation & Outbound Prospecting (Silver)
Audience: Any leisure vehicle 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 caravan enquiries, it is designed to improve your personal effectiveness as a parts motor home salesperson and optimise business performance.

Key Learning Areas:

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

Automotive
Training Academy



CAR DEALERSHIP
TRAINING



ELECTRIC
VEHICLE
TRAINING



MOTORCYCLE
DEALERSHIP
TRAINING



LEISURE VEHICLE
DEALERSHIP
TRAINING