

MOTORCYCLE DEALERSHIP PARTS TRAINING PROGRAMME



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

Key Learning Areas:

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

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