

LEISURE VEHICLE DEALERSHIP SERVICE TRAINING PROGRAMME



Title: Proactive Service Sales Generation & Outbound Prospecting (Silver)
Audience: All leisure vehicle dealership service department 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 motor home enquiries, it is designed to improve your personal effectiveness as a Leisure Vehicle Service Advisor and optimise business performance.

Key Learning Areas:

- The importance and traits of being proactive.
- The importance of using the telephone to maximise personal sales prospecting performance.
- How to use proven prospect call tracks to generate more sales.
- Basic telephone skills to improve service booking rates.
- Ability and knowledge to talk confidently about the caravan service department.
- Understand and convey the importance of regular motor home servicing.
- How to agree positive next actions that can lead to a leisure home sale.
- Understand the benefits of the caravan service plan.
- How to generate related leisure vehicle service sales revenues.

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