

ABC 6 & FOX 28 invite you to "Power Talk" April 14

Presented by
**Duane Marino, National Auto
Trainer**

www.duanemarino.com



You deserve a trainer that understands and sells in today's New Economy. That is why ABC 6 & FOX 28 have sought out the very best- Duane Marino, and are bringing Duane to you April 14th for a Satellite Seminar

Duane will discuss the 7 Strategies That Will Unlock Your Sales Potential in any Market

- *How to be ready, willing & able to sell well, daily*
- *Modern ways to find, get and retain customers without spending a nickel in advertising*
- *The most effective and modern sales techniques beyond "The Basics"*
- *How to close the sale easily, profitably and at the right time*
- *Sure ways to improve gross and commissions*
- *How to become an appointment based sales professional*
- *Understand body language like a mind reader*

"Duane Marino is the trainer of today. He not only understands the market and the inner workings of a store, he can actually do what he teaches in a store personally. I can say that every salesperson, manager and dealer should take advantage of what he has to offer, from phone to sales to closing skills, management training, F&I and sales psychology. He's both dynamic and down to earth."

Bob Mohr, President, Bob Mohr and Associates USA, Canada, Australia, England

- With over 40 brands selling about 700 models, and infinite used car choices, 90% of customers go on-line before even contacting us. They were all 'just looking' when surfing. Email/phone leads & walk-ins are buyers.

- Did you know that the average sales person used to see 3.5 fresh walk-ins per day, and now only sees 1.5? First visit selling ratios hover around 10% and appointments average about 50% sales, yet 80% of sales people spend 80% of their shift gossiping or waiting walk-ins?

- Duane will address these issues and more, in never-heard-of ways. You deserve a trainer that understands and sells in today's market.

Seminar Details

Location: ABC 6 & FOX 28 Studios
1261 Dublin Road
Columbus, OH 43215

Date: Tuesday April 14th, 2009

Time: 11:30 registration, seminar starts at 12 noon.

Lunch will be provided

RSVP to Erin Roth 481-6602 or your Sales Account Executive



Survive & Thrive in Today's Market!

Join us for this FREE seminar and lunch.



***You deserve a trainer that understands and sells in today's New Economy. That's why
at FOX 17, we've scoured the hemisphere and sought out the very best - Duane Marino.***

Join Us for this **FREE Exclusive Satellite Seminar April 14 (11am)**
at **KDSM FOX 17**. Lunch will be provided to all in attendance.

Want to sell more? Then become more and do more! Duane Marino will demonstrate what you really need to know to sell more cars and make more money. He's not just a car sales trainer, he's a trainer that sells cars.

7 Strategies that will unlock your sales potential in any market.

1. How to be ready, willing & able to sell well, daily
2. Modern ways to find, get and retain customers
3. The most effective and modern sales techniques beyond
"The Basics" or "The Road to the Sale"
4. How to close the sale easily, profitably and at the right time
5. Sure ways to improve gross and commissions
6. How to become an appointment based sales professional
7. Understand body language like a mind reader

Duane Marino addresses these strategies and more, in never-heard-of ways. You deserve a trainer that understands and sells in today's market.

More information about Mr. Marino at www.DuaneMarino.com

Mark Your Calendar!
11am Tuesday, April 14

APRIL 2009						
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KDSM FOX 17
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DES MOINES, IA 50321

RSVP by calling Roni Dixon at 287-2622.