



Live 1 Day Leadership & Management Class

*Become Unstoppable,
GO with the FLOW and
Sell Twice As Much In Half The Time*

➔ **TORONTO**
Thursday
February 20, 2025

MARINO
DUANE EN MARINO AUTOMOTIVE SOLUTIONS

Live 1 Day - Leadership & Management Class

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- How to evaluate your team
- How to coach both relationship and transactional sellers
- How to prevent burnout and improve productivity
- How to establish the Vision, Belief, State and Strategies for your department
- The three most important activities of the sales floor
- The only four ways management can sell more cars
- Traits of sales masters that can be groomed
- The top reasons your closing ratio is suffering
- A 4 step sales process training and execution checklist
- How to reduce sales transaction times while improving gross profit
- The fundamentals of desking deals and coaching during the sale
- Creating an appointment driven sales culture
- Goal setting formulas and Time Making your 10 minute one-on-ones effective
- Overall assessment of your team's Talent and Effort
- Specific individual skill assessments to guide effective training
- Using HR compliant Progressive Discipline to improve under performers
- Sales Manager Responsibilities
- Traits of Effective Leaders and Trainers
- Creating productive and engaging 20 minute meetings
- Exactly how to onboard new hires for success
- How to recruit, screen, interview, hire, motivate turn-over or delivery
- Additional profit building tips and ideas

SPACE IS LIMITED.

Don't miss Duane Marino LIVE in Toronto!

Contact us info@duanemarino.com

or call 1-888-735-6275 or text 519-852-0272

www.DuaneMarino.com