



MARINO

DUANE EN MARINO AUTOMOTIVE SOLUTIONS

Live 1 Day

LEADERSHIP & MANAGEMENT CLASS

Friday, July 17, 2026

Become Unstoppable, **GO with the FLOW**
and Sell Twice as Much in Half the Time

PHONE

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ONLINE

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www.DuaneMarino.com

Duane EN Marino 2026

Live 1 Day

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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

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