

ADVANCED DRIVEWAY

SALES ADDITIONAL

SERVICES

STEVE SHAW UNIVERSITY







## DRIVEWAY OBJECTIONS

l.	
2.	
3.	
I.	
5.	
6.	
7.	
8.	
9.	
10.	



# SALES

SELLING	
VS.	
BUYING	
WHICH IS BET	TER?



### **BUYING MOTIVES**

OF 0/0



#### VALUE PROPOSITION

#### **VALUE MUST OVERCOME COST**

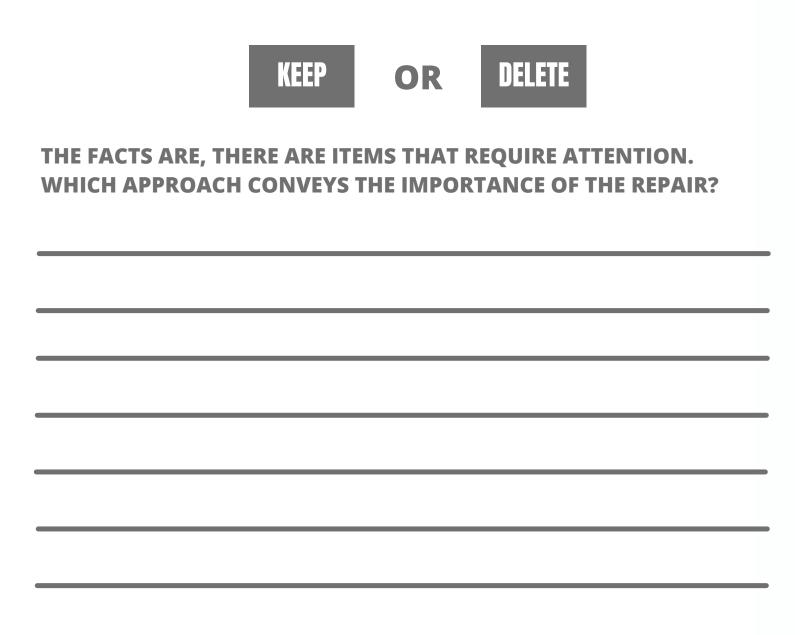


+ NEED = SALE



#### RECOMMEND

#### WHAT HAPPENS WHEN YOU RECOMMEND SOMETHING?





#### **QUARTER TIME**



### MAINTENANCE IN DRIVE

1.		
2.		
2.		



### MAINTENANCE IN DRIVE

1.

#### 2. ADDITONAL SERVICES

A.\_\_\_\_

B,\_\_\_\_\_

3





# ADDITIONAL SERVICES

1.		
2.		
3.		-
4.		_
5.		_
		_
<b>6.</b>		_
7.       8.		_
		_
9.		_
10.		



# DEALER STANDARDS

CAR & LIGHT TRUCK						



## DEALER STANDARDS

HYBRID			



# DEALER STANDARDS

DIESEL		



# MIN REQ (MINOR)

5	LOF ROT	+	FRIES
10	LOF ROT	+	FRIES
20	LOF ROT	+	FRIES
25	LOF ROT	+	FRIES
35	LOF ROT	+	FRIES
40	LOF ROT	+	FRIES
<u>50</u>	LOF ROT	+	FRIES
<u>55</u>	LOF ROT	+	FRIES
<u>65</u>	LOF ROT	+	FRIES
70	LOF ROT	+	FRIES
80	LOF ROT	+	FRIES
<u>85</u>	LOF ROT	+	FRIES
+			



#### MIN REQ (INTERMEDIATE)

# **ADDITIONAL LOF ROT** 15 AIR & CABIN + **LOF ROT** 45 AIR & CABIN + **LOF ROT AIR & CABIN FRIES**



## MIN REQ (MAJOR)

#### **ADDITIONAL SERVICES**

30	LOF ROT AIR & CABIN +
	LOF ROT
<u>60</u>	AIR & CABIN +
	LOF ROT
90	AIR & CABIN +
FRI	S



# **NOTES**



#### CONTACT

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