

Automotive training doesn't get any better than this!

# David Martin

## DOWN UNDER

Proudly sponsored by: **MotorOne**

**Don't miss this opportunity to study the strategies that will take your business to the next level.**

David Martin is one of America's leading Automotive Sales trainers and he will be in Melbourne in September to present three seminars that are "MUST ATTEND" events for anyone working in Sales, Service and Management.

Many of you know David through his workshops at AADA conventions so you can rest assured he has a full understanding of our industry.

**Don't miss the opportunity to meet and gain an insight into international best business practice for your dealership today!**



### TOPICS BEING COVERED:

#### Sales Consultants

##### From Zero to Hero – Turning a job into a career

- Why Don't Prospects Buy?  
Uncovering the challenges that derail sales
- Skills to ensure that every opportunity is maximized to turn possibility into reality
- Overcoming Objections for Fun & Profit

#### Service Advisors

##### Turn your Service Advisors into Service Sales People

- Optimize every opportunity to increase service revenue per advisor/month
- Enhance performance and improve profitability
- Focus on Customer Retention

#### Management

##### Exceptional leadership in a challenging market

- Tools to get involved, work effectively and motivate your sales team
- Ensuring the highest sales productivity each and every day from each and every salesperson
- Making the most out of every selling opportunity

### DATES & SESSION TIMES

Date:	Location:	Time:	Audience:
Tues 14th Sept	Melb	AM 9-1 PM 2-6	Sales Managers
Wed 15th Sept	Melb	AM 9-1 PM 2-6	Service Sales
Mon 20th Sept	Sydney	AM 9-1 PM 2-6	Managers Sales
Tues 21st Sept	Sydney	AM 9-1	Service
Wed 22nd Sept	Brisbane	AM 9-1 PM 2-6	Sales Managers
Thur 23rd Sept	Brisbane	AM 9-1 PM 2-6	Service Sales

#### Cost for Attendees

per person / per session

**\$ 145** Eauto dealers (+ GST)

**\$ 195** Other attendees (+ GST)

**Register Today!**  
Simply Complete &  
Return the Form on  
the Next Page

## DEALERSHIP / COMPANY DETAILS

DEALERSHIP / COMPANY NAME  
  
 ADDRESS  
   
 SUBURB STATE/PROV  
   
 POSTCODE/ZIP COUNTRY  
  
 MAJOR FRANCHISE (if applicable)

## PRIMARY DEALERSHIP CONTACT

MR  MRS  MISS  MS  
  
 SURNAME  
  
 GIVEN NAME  
 (    )  
 PHONE - BUSINESS  
 (    )  
 FAX  
  
 MOBILE  
  
 E-MAIL

## PAYMENT AUTHORITY REGISTRATIONS WILL NOT BE PROCESSED WITHOUT PAYMENT

**NUMBER OF SEMINAR ATTENDEES**   
**Cost for Attendees** ( per person / per session ) **TOTAL PAYABLE**  
 \$ 145 + GST (Users of Eauto system)   
 \$ 195 + GST (All other attendees)  \$  
           
 CARD NUMBER  
       
 EXPIRY DATE  
 PLEASE DEBIT MY:  
 VISA  MASTERCARD  
  
 CARD HOLDER NAME (please print)  
  
 SIGNATURE

Cancellation: 100 % forfeit inside 30 days.  
All prices exclude GST.

## DELEGATE ATTENDEE REGISTRATIONS

PLEASE CIRCLE

1	<input type="text"/> SURNAME <input type="text"/> GIVEN NAME	<b>LOCATION:</b> MEL / SYD / BRIS <b>DATE: AM / PM</b> 14th / 15th / 20th 22nd / 23rd
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**PLEASE RETURN VIA FAX ON  
(03) 8809 2774**

OR ALTERNATIVELY ENCLOSE CHEQUE OR MONEY ORDER AND SEND TO:

Shelby Dihm, MotorOne,  
275 Canterbury Road, Canterbury VIC 3126  
PHONE: (03) 8809 2784

OR EMAIL: [eautotraining@motorone.com](mailto:eautotraining@motorone.com)