



1 Day Advanced Menu Sell Training

Agenda

The PDS 1 Day Advanced Menu Sell Training seminar is designed to focus on key aspects of the delivery process. This seminar will help to develop skills necessary in working with today's customer needs and questions. The goal of this seminar is to open the minds of even the most experienced managers and provide them with solid information in the below areas to help them in increasing PVR and product penetration as well as decreasing delivery times.

Key Result Areas:

- Importance of a solid F&I Delivery Process
- Customer Interview / Needs Assessment
- Handling Objections
- Closing
- Menu Preparation
- Menu Presentation
- Role Play