

# INTERNET SALES WORKSHOP

## Training that turns new hires into digital champions.

Intensive, interactive training session to launch your new hires to digital sales mastery. Our virtual training class teaches fundamental elements of Internet sales in an engaging format to get your team up to speed quickly and start growing your dealership.



Technology



Resources



Interactive Exercises

### Experienced Trainers



Our Performance Managers are experienced BDC and Internet trainers who know the automotive business inside and out.

### Toolkit



Our scripts, talk tracks and response guides are built with your team in mind. You'll save time and resources by implementing our strategies.

### Live Exercises



Help your team develop the confidence they need to succeed. Our exercises and role-play training shape and empower your team, enabling them to hit the ground running.

### Virtual Flexibility



By performing workshops virtually, our training courses can be turned around quickly to work with your staffing needs. It also reduces unnecessary expenditure and provides the absolute best bang for your buck.



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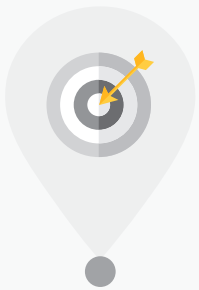
# INTERNET SALES WORKSHOP

The product to fit your needs.

- ✓ One-time workshop
- ✓ New hire-focused training on core principles of BDC operations and activities
- ✓ Customer-focused philosophy ensures that your team is prepared for the modern customer
- ✓ Customized to align with your strategy, goals, and KPIs
- ✓ Virtual to maximize flexibility and reduce unnecessary expenditure
- ✓ Dedicated trainer with years of experience in automotive and internet sales
- ✓ Toolkit of resources, scripts, talk tracks, and response guides
- ✓ Live, interactive exercises to help teach and reinforce core concepts and keep your employees engaged and excelling



## STANDARD TRAINING COURSE MENU



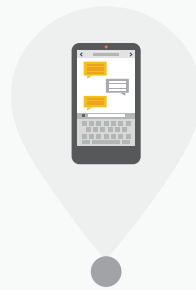
Understanding  
the Customer  
Journey



Goals, Metrics  
and KPIs



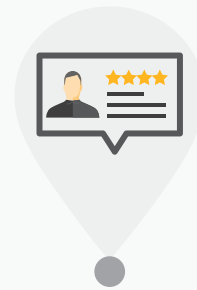
First Email  
Response &  
Follow-Up



SMS Responses



Appointment  
Confirmation



Chat Best  
Practices



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