

ABSOLUTE RESULTS

Welcome to your Private Sale

Prepare for your Sale by informing your entire team ASAP of the upcoming event. Set expectations early on what will be required from each member of the team to ensure success!

3 Day Agenda

DAY 1:

- 9:00 - 10:00am **Management Prep Meeting followed by Sales Team Meeting:**
Attendees: AR Trainer, GM, GSM, Sales Managers and joined by Sales Team.
LET'S GET ORGANISED! Here is what we need to discuss...
- Review the Absolute Results private sale process
 - Goal setting...what are the numbers...appointments, shows, sold?
 - Training session times and content (for 2 groups?)
 - 'DataCheck' downloaded, printed and ready to hand out in PDF format
 - 'TechCheck' explain tech leads double check for deployment and distribute
 - When do we start the calls?
- 11:00am - 12:30pm **Training Session #1** - half sales team attending
- 1:30pm - 3:00pm **Training Session #2** - half sales team attending
- 3:00pm - 5:00pm **1 on 1 training** - AR trainer helps you start your Sales Calls
- 5:00pm - 5:30pm **1st 'CheckPoint' Review** - fully update 'Appointment Board' - entire team
- 'Review the '3 Things'**
- How many calls have we made?
 - How many people have we spoken with?
 - How many appointments have we made?
- 5:30pm - 8:00pm **Phone Blitz / Prospecting** - entire sales team works the phones

DAY 2:

- 9:00am - 9:30am **Progress Review with sales staff and management team:**
- Where are we at?
 - Where do we need to be?
 - What do we need to do to get there?
- 11:00am - 5:00pm **1 on 1 training and/or group training:**
- Your AR trainer helps you at your point of need
 - Team continues to make Sales Calls throughout their day
- 1pm - 3pm - 5pm **'CheckPoint' Review** - as above and ensure trainer and sales managers work together to confirm all appointments.
- 5:10pm - 5:30pm **Showroom Activation & Set-Up** - everything ready to go by end of today!
- 5:30pm - 8:00pm **Phone Blitz / Prospecting** - entire sales team works the phones

DAY 3:

- It's Sale Day...make sure it looks like you are ready for business!**
Everyone ready to go and work from open to close!
- Enjoy, have fun and sell cars!**

Sale Day Hours

ABSOLUTE
RESULTS.com
we know how to sell cars...