

RV Sales Training Webinars with David Martin of The Mar-Kee Group

November 2, 2020 - Training a Superstar Sales Team

November 4, 2020 - Why Don't Prospects Buy

November 16, 2020 - The Profitable Process for Handling Objections

November 18, 2020 - Virtual Sales Pro

10:00 a.m. - 11:00 a.m.

FREE to PRVCA members*

Each training is valued at \$350 and includes **free admission** to the Mar-Kee Group Boot Camp - *one admission per log-in email.*

Not a PRVCA member?

Visit www.prvca.org or email daniel@prvca.org for more information

Training a Superstar Sales Team

In today's market, just having good products and a powerful marketing campaign is not enough. In the end, customers still interact with your salespeople before buying. In this webinar, David will discuss how, why, and when to use 6 methods of delivering quality training and discuss how to create a customizable training calendar and a 90 day orientation schedule for new hires.

Why Don't Prospects Buy?

In this webinar, David will provide ideas to address each of these potential problem areas in a professional, non-confrontational manner. David will introduce his "3-2-1 Technique" that focuses on creating mental ownership so customers are less sensitive to price and share 7 tips on successfully engaging customers to generate a true "win/win" outcome.

Virtual Sales Pro

In this webinar, you will learn to stand out and become a pro at remote communication and virtual sales. David will take you through the keys to communicating online and understanding the challenges and considerations needed for productivity outside of your office walls. Learn the power of video and how it can help you become a virtual sales pro!

The Profitable Process for Handling Objections

Highly-informed customers represent a new challenge and many dealerships are unprepared to successfully deal with them. This webinar will focus on how to eliminate that resistance when possible and how to expertly handle it when it is not.

RV Sales Training with The Mar-Kee Group Registration:

Company Name: _____ Phone Number: _____

Name: _____ Email address : _____

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Credit Card information: (PRVCA members will only be charged in the event an attendee is a no-show)

I acknowledge that my card will be charged if I am not in attendance

Select one: Visa MasterCard Discover

Name on Credit Card: _____

Credit Card #: _____ Exp. Date: _____ Sec code: _____

Please return this form to Megan McClain at megan@prvca.org or by faxing 717-303.0297 no later than **October 28, 2020**

Please send any cancellations via email at megan@prvca.org or by calling 888-303-2887 no later than 48 hours in advance.

If the event is cancelled due to illness or weather, attendees will be contacted as soon as possible.

Upcoming training for 2020/2021:

- October 6, 8, 13, 15, 20, 22, 27, 29 & Nov. 3, 2020 - Service Management webinar series
- October 6, 8, 13, 15, 20, 22, 27, 29 & Nov. 3, 2020 - Service writer webinar series
- December 3, 2020 - RV Electricity at Sparrow Pond Campground, Waterford
- December 10, 2020 - Demco at Comfort Inn New Stanton
- January 5, 7, 12, 14 & 19, 2021 - Warranty Administration webinar series
- January 25-29, 2021 - PRVCA Leadership Conference
- February 9-12 & 16-29 - PRVCA/RVTI Level 1 class - online
- February 23, 2021 - Dexter Axle at Stoltzfus RV & Marine, West Chester