



*Automotive Service Councils of California*  
Professionals in Automotive Service ~ Since 1940  
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**Guest Speaker**  
**Maylan Newton**

# Relationship Building On The phone



## A Webinar on Improving Your Customer Relationships

Your shop spends thousands of dollars making the phone ring! Why? For the opportunity to work on their car! But before that happens, we have to start developing a relationship of trust. Trust building begins when you answer their call.

People buy from people, and without relationship-building starting with the first phone call, you'll never get a chance to make a sale.

Join us as we talk about how important this relationship is and how to start building a connection from the moment you answer the phone.

This is a must-attend seminar for everyone who answered the phone in your business.

**OCTOBER, 20TH AT 6:30 PM**

REGISTER IN ADVANCE FOR THIS MEETING:

[HTTPS://US02WEB.ZOOM.US/MEETING/REGISTER/TZUODOYUPZII  
HDQLOY8UDUUTLSMUC-7RPZQH](https://us02web.zoom.us/join/register/tzuodoyupziihdqloy8uduutlsmuc-7rpzqh)