

## Excellerated Variable Operations Coaching and Training Applications

### *Devoted to Support General Agents and Product Administrators*

Gerry Gould & Associates knows that providing your clients with compliant profit producing solutions keeps you in the forefront. All workshops, One on Ones and In-Dealership Consultations deliver the most relevant, up to date, principles and practices necessary to manage, motivate and excel the overall performance of your client's variable operations sales and management teams. From the "green pea" to "old school car dog" our training and coaching solutions produce results!

### **Customized – Private Labeled Training**

**Two to Five Day Visits**

**Half to Full Day Instructor Led Workshops**

**In-Dealership One on Ones**

**In -Dealership Consultation**



*“Training is a journey. Not a destination.”*

***F&I – Sales – Sales Management Coaching and Training:*** From the fundamentals of sales, sales and F&I management through legal compliance to advanced selling and administrative skills GGA has the solution.

### **Sales Consultant Training**

Auto Sales 101  
Legal & Ethical Standards  
Capitalize on the Opportunity  
Presentation Prep  
The Discussion of Price  
Addressing Customers Concerns  
Phone Inquiries  
A Lesson on Leasing

### **Sales Management Training**

Sales Manager 101  
Legal & Ethical Standards  
Capitalize on the Opportunity  
Managing the Deal  
Addressing Customers Concerns  
A Lesson on Leasing  
Effective Coaching Tips

### **F&I Training**

Business Manger 101  
Legal & Ethical Standards  
Capitalize on the Opportunity  
Presentation Prep  
Start Selling by Just Telling  
Addressing Customers Concerns  
A Lesson on Leasing  
Dealership Financing Fundamentals