

General Agents and Product Administrators: GGA provides support to your organization in its income development efforts by delivering the most up to date, principles and practices available that motivate and excel the overall performance of your Client's Sales and Management Teams!

Sales – Sales Management – Financial Services Training

We offer customized training programs tailored to address specific and/or immediate needs along with a full suite of Sales, Sales Management and Financial Services Workshops.

- **Private Labeled Training Workbooks/Playbooks**
- **Financial Services Manager Certification Course**
- **Auto Sales Certification Course**
- **Two to Four Day Visits**
- **Half to Full Day Instructor Led Workshops**
- **On Site Dealership Development**



Customizable Training & Coaching Curriculum

To ensure the team is playing from the same playbook we provide custom-made "Playbooks" tailored to the following topics:

Sales Associate Process & Performance	Sales Management Process & Performance	Financial Services Process & Performance
Internet Sales Skills Presentation & Demonstration Shaping the Sale Strategies Prospecting & Follow-up BDC and Ecommerce Skills Ethics & Compliance	Internet Strategies Deal Control Strategies Shaping the Sale Strategies BDC & Ecommerce Strategies Coaching & Leadership Skills Motivation & Accountability Ethics & Compliance	Embracing the Internet Customer Lender Relations Shaping the Sale Strategies BDC & Ecommerce Strategies Coaching & Leadership Skills Motivation & Accountability Ethics & Compliance