

SERVICE ADVISOR TRAINING

Processes

- Appointment Process - The Set Up
- Service Drive Process - Getting Them In
- Greeter Process - It's About the Experience/Relationship
- Walkaround - Where the Opportunity Is At
- Write-Up Process - The Nuts and Bolts
- Dispatching to Your Team - Getting it Done
- Selling Service - What They Need & Why We're Here
- Paperwork Flow - The Job's Not Finished Until the Paperwork's Done
- Active Delivery - What We Did With Their Time and Money
- Follow-Up - Put a Bow on it

The Why - Six Things You Need To Do To Be Successful And Why

- The Service Drive & Greeter Processes
- The Walkaround
- Communication, Trust, The Right Service At The Right Time For Every Customer
- Dispatching/Workflow
- Active Delivery
- Follow-up

W.I.F.M.? (What's in it for Me?)

- A Great Service Drive & Greeter Process Will Make You Money
- The Walkaround (Always Be Connecting)
- Efficient Dispatching Conveys Caring
- Service Sales You're Not a Car Salesman
- Active Delivery Communicates Professionalism
- Follow-Up Never Be Forgotten

The Numbers

- The Sales System
- MPI and its Importance
- Menu
- Menu's Effect on ELR
- Gross Profit
- Game Board, Winners Circle, Competition
- Incentives, Verification, & Audit Trail
- Technician Dice Rolls & MPI Process
- Technician Efficiency and Production
- Winner's Circle

Parts Department

- Roles and What To Expect
- MPI & Speed Of Presentation
- Menu Intervals & Consistency
- Selling Fast Moving Items Boosts Gross Profit



Jd Service Advisor Training Manual

Michael Rajnik



Jd Service Advisor Training Manual:

The Enigmatic Realm of **Jd Service Advisor Training Manual**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Jd Service Advisor Training Manual** a literary masterpiece penned by way of a renowned author, readers set about a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of people who partake in its reading experience.

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