

# Top Golf: Mt. Laurel, NJ Sept. 19th & 20th, 2022

## LEADING AND MANAGING UNBREAKABLE TEAMS

This workshop is rooted in real-world, relevant experiences that are changing, challenging and disrupting our industry. It's highly interactive with multiple breakouts and role play sessions that increase buy-in, advance knowledge and inspire action. Participants will take a hard look in the mirror, reset expectations, reimagine their processes, and learn to maximize their most valuable resource — their people. Learn to develop a culture of accountability, prioritize your day, grow and retain your people, and use competition to bring the fun back to selling. You will walk away with an action plan of techniques, systems and processes to implement immediately so you can get results NOW!

- 2 Days
- Breakfast and Lunch
- 9-5 daily
- Certificate of Completion
- Workbook, Notepad and Pen



# LEADING AND MANAGING UNBREAKABLE TEAMS

Your team is as good as they'll get on their own. It's time to become the Fearless Leader your team needs and deserves. Be the manager your team will run through a brick wall for instead of being the brick wall!

“ Since training with Kintz Group, Menholt Auto Group has benefitted from a \$292 per copy increase in front-end gross, they've sped up their process, and they use the most cutting-edge sales and management techniques in the automotive industry.

– RAY SCOZZARI  
(MENHOLT DIRECTOR OF  
TRAINING & DEVELOPMENT)

## KEY TAKEAWAYS

- Understand forces disrupting business
- Identify strategies to maximize profits
- Develop a clear plan to remain relevant
- How to motivate today's Salesperson
- Innovate and rethink the Sales Process
- Redefine departmental roles and goals
- Set realistic and attainable goals
- Develop daily productivity plans
- Uncover areas of opportunity and growth
- Leading & lagging performance Indicators
- Benchmarks and targets for accountability
- Step by step 1-on-1 & coaching strategies
- Understand components of an effective and sustainable dealership training program
- Training to create buy-in and drive action
- Sales games to enhance reflex selling skills
- Competitions, Contests & Bonuses proven to drive results

