

## RV-SPECIFIC SALES TRAINING INVESTMENT OPTIONS

| TRAINING MODULES  | SILVER             | GOLD                      | PLATINUM           | ADD-ON<br>SERVICE                |
|---|--------------------|---------------------------|--------------------|----------------------------------|
| SALES   |                    |                           |                    |                                  |
| ► A to Z Sales Process Training                                     | Included           | Included                  | Included           | Only                             |
| ► Ultimate Phone Expertise  | Included           | Included                  | Included           | \$300 per<br>month               |
| ► Selling at the RV Show  | Included           | Included                  | Included           | When added to:<br>Silver or Gold |
| ► Objections Conquered!   | Included           | Included                  | Included           | Package                          |
| <ul><li>Prospecting &amp; Follow-up in<br/>Today's Market</li></ul> | Included           | Included                  | Included           |                                  |
| Outstanding Customer Service  | Included           | Included                  | Included           | Included                         |
| ► Personal Motivation Strategies                                    | Included           | Included                  | Included           | Included                         |
| ► Time & Activity Management  | Included           | Included                  | Included           | Included                         |
| ► Receptionist  | Included           | Included                  | Included           | Included                         |
| Sales Strategies for the Highly-<br>Informed Customer               | Included           | Included                  | Included           |                                  |
| ► Goal Setting for Success  | Included           | Included                  | Included           |                                  |
| ► RV Virtual Sales Pro  |                    | Included                  | Included           |                                  |
| SALES MANAGEMENT  |                    |                           |                    |                                  |
| ► RV Sales Management   |                    | Included                  | Included           |                                  |
| ► RV 2-Minute Drill   |                    | Included                  | Included           |                                  |
| SERVICE   |                    |                           |                    |                                  |
| RV Professional Service Advisor<br>Road to the Sale                 |                    |                           | Included           | Included                         |
| RV Professional Service Advisor<br>Selling Techniques               |                    |                           | Included           | Included                         |
| ► RV Professional Service Advisor<br>Customer Handling Skills       |                    |                           | Included           | Included                         |
| VIDEO ASSIGNMENTS   | 100+               | 200+                      | 300+               | 80+                              |
| TOTAL INVESTMENT  | \$395<br>per month | <b>\$495</b><br>per month | \$795<br>per month | <b>\$395</b><br>per month        |

