

SALES CLUB

Welcome to the SSA Sales Club, your entry-level resource for mastering the art of service sales, enhancing customer satisfaction, and boosting gross profit. With 25 informative and engaging videos, this opportunity provides comprehensive training in service sales techniques and strategies.

Our carefully curated video library covers a wide range of topics, including effective sales communication, building customer relationships, upselling techniques, objection handling, and more. Whether you're a seasoned sales professional or just starting your career in sales, our videos offer valuable insights and practical tips to help you succeed.

In addition to the extensive video content, the app Sales Club members have access to offers a variety of features to enhance your learning experience. The KPI (Key Performance Indicator) calculator easily calculate your Shop Productivity %, Effective Labor Rate, Break Even Hours, and Technician Comeback %. Use this data ensure you hit your targets, and optimize your sales strategies.

Stay up-to-date with the latest Service Sales Academy events and training opportunities through our event calendar. We provide information on workshops, seminars, webinars, and conferences offered by the Service Sales Academy. By participating in these events, you can network with industry experts, gain new perspectives, and sharpen your sales skills.

As a member of our Sales Club, you'll have exclusive access to exciting challenges designed to further develop your expertise. The 5-day Service Advisor Skill Challenge is an introduction program that helps you refine your customer service and sales skills. The challenge presents real-life scenarios and interactive exercises to enhance your problem-solving abilities and boost customer satisfaction.

To help you drive gross profit growth, we offer the 5-day Gross Profit Challenge. This challenge is an introduction to identifying opportunities, maximizing revenue, and increasing profitability. By participating in this challenge, you'll be on your way to maximizing your financial returns and building the business of your dreams.

As a special perk, Sales Club members enjoy a 20% discount on membership in the Endorsed Service Sales professional program. This program is specifically tailored for service sales professionals, providing advanced training, industry recognition, and exclusive resources to enhance your career growth.

What You Get:

- ✔ SSA App (25 videos, KPI Calculator, Calendar of Events)
- ✔ 5 Day Service Advisor Challenge.
- ✔ 5 Day Gross Profit Challenge
- ✔ 20% discount on ESSP Program

