



PROFITABLE SERVICE AGREEMENT™ WORKSHOP

DATES AVAILABLE NATIONWIDE
CALL FOR DETAILS

Learn a proven process to maximize service agreement sales

Your Foundation for Success

Improved Sales

Service Agreements can generate \$500 to \$1,000+ in additional services, accessories and repairs. When it's time, expect 80% of Peak Performance Service Agreement™ customers to buy their Ideal Comfort Solution® from you.

Increased Business Value

The consistent cash flow your Peak Performance Service Agreement™ program provides makes your company more valuable to bankers and future owners.

Consistent Workload

Service agreements have always been the key to reducing unapplied labor by flattening the peaks and filling the valleys with profitable work during mild weather.

Trained Technicians

A big part of being a great tech is the ability to deal with all types of customers and equipment. PPSA program provides a proven career path for new technicians to follow.

Magic Happens

Attending the workshop with your entire team can be a business changing event. The magic happens when the people responsible for designing and managing your service agreement program interact with the technicians responsible for making it happen.

Why Techs Are Key

Technicians are at the right place at the right time to document the value customers need to sell themselves. The best time to offer service agreements is after repairing a comfort problem. At this point most homeowners want to keep it from happening again and may be eager to own the benefits your PPSA provides. Students will learn how to comfortably offer service agreement benefits without feeling like they are selling.

Who should attend?

Owners, marketing manager, marketing team, CSRs, account managers, and service technicians

Fax Completed Form to 602-216-2148 or email Register@NoPressureSelling.com

MORE INFORMATION:



AVAILABLE CLASSES IN MY AREA



AVAILABLE CLASSES NATIONWIDE

COURSE DETAILS:

Includes 2-day course, comprehensive workbook, class materials, copyrighted tools, breakfast, lunch, and snacks

ATTENDEES

1.
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COMPANY

TM

EMAIL

PHONE

AUTHORIZED SIGNATURE

www.NoPressureSelling.com

Agenda

Day 1

- How to guarantee the future with service agreements
- How to create a company-wide service agreement culture
- How to take advantage of every opportunity
- Why techs are at the right place at the right time
- Why techs don't want to sell
- Ways techs can offer service agreements without selling
- Techs learn the questions to ask that allow customers to sell themselves
- Techs learn to use service agreement brochure to explain repair
- Techs have fun presenting the benefits your service agreement provides

Day 2

- Design agreement
- Price agreement
- Market agreement
- Manage agreement
- Train for improvement

Comprehensive Marketing Plan

Who you target determines what you sell. You will receive a step-by-step plan to influence homeowners most likely to buy your Peak Performance Service Agreements™ now.

Create 5-Star Customers

Without a service agreement your "customers" could call the last company that sent them a discount flyer in the mail. Due to the special bond forged, Peak Performance Service Agreements™ customers are much more likely to provide referrals and 5-Star reviews.

Your Customers' Big Benefits

Peak Performance Service Agreements™ provide more homeowner benefits than anything else they can buy with the same money.

- Eliminate up to 80% of break-downs
- Reduce repair costs
- Lower energy bills up to 20% or more
- Improve indoor air quality
- Extends equipment life
- Front-of-the-line service if there is ever a problem

Tools for Success

Whether you are just starting out or want to sell significantly more service agreements, you will receive everything you need to immediately implement your Peak Performance Service Agreement™ program. Leave with ...

- Peak Performance Service Agreement™ brochure
- Peak Performance™ Inspection Reports
- Air Conditioning & Heating Service Agreement docs
- Comfort Concerns List®
- Comprehensive Service Agreement Training program
- In depth Resource Guild

About our Instructors

Our team of professional seminar leaders has more than 200 years of combined sales experience. Each has spent time in the field effectively implementing the NPS process in the real world.

Participants appreciate our instructors' dedication to creating a fun, but challenging, learning environment that consistently delivers long-term results.

800-515-0034

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