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**FACTORY MAINTENANCE
& DRIVEWAY SALES**

STEVE SHAW UNIVERSITY

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FACTORY MAINTENANCE & DRIVEWAY SALES

DRIVEWAY OBJECTIONS

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.



SALES

SELLING _____

VS.

BUYING _____

WHICH IS BETTER?



BUYING MOTIVES

_____ OF _____

_____ %

_____ 4 _____

N + V = S



VALUE PROPOSITION

VALUE MUST OVERCOME COST

VALUE = _____

VALUE = _____



_____ **+ NEED = SALE**



RECOMMEND

WHAT HAPPENS WHEN YOU RECOMMEND SOMETHING?

KEEP

OR

DELETE

**THE FACTS ARE, THERE ARE ITEMS THAT REQUIRE ATTENTION.
WHICH APPROACH CONVEYS THE IMPORTANCE OF THE REPAIR?**



QUARTER TIME

15 MIN _____ %

30 MIN _____ %

45 MIN _____ %

1.0 = 15 MINUTES (LOF + ROTATE)

2.0 = _____ MINUTES COOLANT
+

3.0 = _____ MINUTES ALIGNMENT
+



MAINTENANCE IN DRIVE

1.

2.



NOTES

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