

Technician Training

The P.R.E.C.I.S.E™ Value System

March 26 & 27, 2015

8:15 a.m. - 5:00 pm Thursday

8:15 a.m. - Noon Friday

Seating is limited to only 20



Nationally acclaimed trainer, **Mark Atherstone** has helped thousands of HVAC field personnel and companies improve their sales, service and client

satisfaction. Atherstone's easygoing, relaxed style of training along with his "real world" experience will allow attendees to learn the keys to providing overwhelming value for their clients. Learn the principles of making straightforward client-focused presentations with effective precision on presenting value and benefits; not just features.

- ✓ **Master the Art of Effective Add-On Sales**
- ✓ **Toolbox for YOUR Successful Future**
- ✓ **Includes all class materials & P.R.E.C.I.S.E™ Value System**



What you will learn:

- Increase your average ticket up by \$200+
- Up to 30% improvement in converting replacement LEADS
- Increase Membership sales
- Learn the secrets for **professional VALUE** Communication
- Ethical Selling
- Eliminate objections **before** they arise

A Life-Changing 2-day Event

Workshop Location:

Norman S Wright
2121 East Magnolia, Phx, AZ

602-275-4467

Lunch provided



Bill Palmer 602-283-6336 | TheProfitJourney.com



For security purposes do **NOT** fax,
Email to **bpalmer@TheProfitJourney.com**

18650 N. 91st Ave,
Suite 5501
Peoria, AZ 85382

**Purchase P.R.E.C.I.S.E.™ Value System – Technician
Monthly \$200 Reservation Deposit (Refunded on
Completion)**

602.283.6336

INFORMATION FOR CORPORATE CREDIT CARD PAYMENTS:

*****Personal Credit Cards are not accepted*****

If any information is missing or incorrect, credit card transaction will not be approved.

Today's Date

Type of Credit Card Visa MasterCard

Credit Card Number

Expiration Date

Sec. Code (3 or 4 digit number located on back of card)

Name on Corporate Card

Complete Address

(where credit card holder statements are sent)

Total Amount of Transaction

\$45 Monthly for 1 Year per participant or One Time Payment

Company Name and Phone Number

Name of class participant

Address

Address

City

St

Zip

<u>\$45</u> OR <u>\$1595</u>

Card Holder Signature is Required; e-signatures are not accepted. Thank You!

(Card Holder Signature)

(Date)

Would you like an emailed receipt?

Yes

No

Email to send receipt
