



BDR

Driving Profit
& Growth



DEALER DIRECT TRAINING

BRING THE POWER OF BDR TRAINING TO YOUR BUSINESS

- ✓ Complete access to a BDR Trainer and their expertise
- ✓ Take your company forward and get your team fired up
- ✓ Improve internal and external communication
- ✓ Boost profits and company morale
- ✓ Increase employee retention and satisfaction

WHAT OUR CLIENTS ARE SAYING...

"The Top Gun class experience was amazing. The thought, preparation, care and knowledge that goes into each class is exemplary. The days are filled with so much to help inspire all team members to do better, work together and get excited about our industry and jobs"

- Woods Comfort Systems

TRAINING CLASSES AVAILABLE

CHECK COURSES YOU ARE INTERESTED IN AND COMPLETE THE FORM BELOW

TOP GUN TECHNICIAN EXCELLENCE

A two-day team building class that will provide Service Technicians with the "soft" skills to perform their job better. Technicians will develop improved customer communication skills, learn how to drive customer satisfaction, sales leads, and referrals through a defined service delivery procedure. This process will help Technicians reduce callbacks, improve revenue generation, and increase their job satisfaction.

Approved for 16 NATE CEH's

Take the Next Step!



TAKING SERVICE TO PRIME - ANNUAL TUNE UP

This two-day session builds on the foundation of Top Gun Technician Excellence. Your team will take the strategies they learned and turn them into processes they can start using that day. Attendees will work as a team to identify areas for improvement, develop solutions, and document them in actual processes.

Choose four out of seven modules to personalize the session for your company! Leave the training with "ready to implement" plans and maintain momentum from Top Gun Technician Excellence.

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TOP GUN INSTALLER EXCELLENCE

A two-day class for Owners, Installation personnel, and Salespeople. Installers will learn how to perform their job better, understand the importance of customer satisfaction, and develop the skills to advance in their profession, all of which will increase their job satisfaction. Your team will work through a series of breakout exercises as a group to determine how sales can help installation, how installation can help sales, as well as how to eliminate callbacks, drive customer satisfaction, and generate referral leads.

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LABOR MANAGEMENT: RETAIL-FOCUS

This two-day class teaches you how to leverage your existing crews into the most productive and efficient revenue and referral-generating team possible. Your team will learn the labor management principles that top dealers use to generate \$150,000+ per month in install truck revenue. After completing this course, you and your team will have the knowledge you need to become the chosen company to work for in town, attracting the best Installers as employees.

Approved for 16 NATE CEH's

DUCT DESIGN FOR PROFIT & EFFICIENCY

You will learn how to correctly design a residential duct system using ACCA's Manual D to save money and labor at this two-day class. You will develop templates and short cuts to correctly design systems in half the time and install each job faster. We also show you how to evaluate and correct existing systems for retro-fit and warranty work.

Approved for 16 NATE CEH's

CONTACT INFORMATION FOR DEALER DIRECT TRAINING

Name:

Job Title:

Company:

Phone #:

Location:

Email:

For BDR use only

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