



DEALER MEETING EDUCATION COURSES

Commercial Business & Service: Gateways to Growth

Whether you're thinking about venturing into commercial sales or you want to stretch to a whole new level, this course will equip you with the strategies, know-how and tools to expand your profit and grow your top line.

Capturing Customers and Winning the Deal with C.H.I. Hub & the new DoorVisions Configurator

Attend this breakout session to learn how to use all aspects of the C.H.I. Hub to attract customers, generate leads, create upsell opportunity and effortlessly create professional detailed quotes (complete with a configured accurate door image) to close the sale and place the order.

Wind Codes – Transferring Pain to Profit

Wind code is not just a coastal or Florida issue. Learn how to find the information, develop the relationships and identify the right products to stay ahead of your competition.

Are You Losing Money?

Identify pitfalls and opportunities to effectively price your products.

This session will help you identify best practices that market leaders are doing to ensure that you are covering your expenses while remaining competitive and profitable.

Understanding and Selling New Opener Technology

Join the team from LiftMaster™ along with C.H.I. to learn about how LiftMaster operators and C.H.I. doors make the complete package for any opening solution.

I wish I Thought of That! Field-Proven Marketing Ideas to Crush the Competition

Who better to learn from than your successful industry peers? This session will equip you with ideas to take back to your business.

Selling to Women: Is it really different, selling to women vs. selling to men, hmmm....

Do they drive differently? Walk differently? Think differently? Do they talk differently? You bet they do. And they buy differently, too! If you miss certain cues, you could miss the sale.

How to Find & Hire Magical People

Are you tired of having a revolving door of bad hires, staff turnover, lazy and unproductive people working in your business? Learn how to find, interview and hire the right people in today's challenging environment.

