



# Kaching Auto Sales Training Manual

*Kaching! Bernard Smalls*

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## **Kaching Auto Sales Training Manual** Kaching! Bernard Smalls

Kaching! has been proven at TOYOTA! What's in it for you? You will learn the art of selling lots of cars with sales and service excellence in the CSI driven 21st century. Kaching! Is a simple, proven automotive sales training process that will make you big bucks. The proof is in the pudding! Corporate trainer Bernard Smalls has taught Kaching! Sales training concepts for 5 consecutive years at a high performing TOYOTA dealership that made TOYOTA history by winning every excellence award in the first year of business and has won the prestigious President's Award 5 years straight. Kaching! is also excellent for sales or training managers looking for basic sales training ideas for weekly sales meetings. Sales consultants can use Kaching! to learn the psychology of auto sales, increase CSI scores, the art of negotiations, and selling more cars...It Rocks! Get it before your competition does!



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