

# Back by Popular Demand!

## ASA Level 1 Business Development 8-week Training Course

Last chance to qualify for Level 2 of the NEW Service Shop Business Model Coming in June 2021!

**March 30-May 18, 2021**

Sessions are: **March 30 / April 6, 13, 20, 27 / May 4, 11, 18**

Each 1-hour session will be held in the following time zones:

**10 a.m. Pacific / 11 a.m. Mountain / 12 p.m., Central / 1 p.m. Eastern**



Income growth

ASA is offering the last chance to attend the **Level 1 eight-session Business Development Course** to qualify for the 2021 Level 2 class with popular trainer Bob Greenwood, AMAM. This is your final opportunity to meet the prerequisite for the Level 2 class coming in June!

The changes we're facing due to the pandemic require that we think differently. This **Level 1 Business Development class** offers you that new way of thinking about your business. It's something everyone can do that doesn't require anything but an open mind to succeed!

*This class is a prerequisite for the next-step, Level 2 Business Development Series from ASA!* You'll also earn **16 AMi credits** toward an AAM or MAAM Certificate!



**This LIVE virtual course offers a new way of thinking about developing your business in an interactive experience where you will:**

- See where net profit is being missed out of your current business coming through the door and HOW to go get it with full client satisfaction.
- Learn precisely where net profit is being missed in YOUR business as you study YOUR business during the eight sessions. Math does not lie.
- Learn how thinking differently can boost your business. We examine in detail the new aftermarket LEVEL that takes it from a TRADE to the PROFESSION it truly is today.
- You will be thinking about your team, your clients, and your business relationships you currently have and where they must develop to address the future. You will understand HOW it will be done to benefit you, the business, and your team.

*"I was really impressed with this course and Bob. The Level 1 course opened my eyes to a different thought process. I actually signed up to repeat this course with our office staff (SA's) and our lead technician."*

– Schearer's Sales & Service Inc., Allentown PA

### MEET YOUR INSTRUCTOR

Robert (Bob) Greenwood, AMAM, is president and CEO of Automotive Aftermarket E-Learning Centre Ltd. (AAEC).



Bob has over 40 years of Business Management experience within the Independent sector of the automotive aftermarket industry in North America, consulting Independent retail shops on all facets of their business operations. His 18 years of running his own local consulting and accounting firm in Ottawa, Ontario Canada created some of the most productive and financially successful entrepreneurs within the Independent sector today.

To register go to [members.asashop.org/events-calendar](https://members.asashop.org/events-calendar)



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