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**The Auto Care Association's Manufacturers' Rep Council is sponsoring the second in a series of six free sales teleforums, led by professional coaching firm Sa1esWise, to help our members move their business to the next level.**

Although the sessions are free, registration is required. Even if you can't attend, as a registered guest, you will be sent a link to the recording so you can listen at your convenience.

**"Five Ideas to Quickly Improve Your Salespeople's Selling Abilities"**

**This teleforum is scheduled for November 21, 2014, at 12 pm ET and is designed for salespeople and sales managers.**

**In this session, we will talk about:**

- The most critical aspects about a sales manager's mindset;
- The power of coach-like leadership;
- Why, and how, to hold regular practice sessions;
- Specific ideas to create templates so your team is organized....and on fire;
- How to create a culture of ongoing learning that will give each salesperson a competitive edge;
- And more....

**Register now**  
at [www.saleswise.ca/auto](http://www.saleswise.ca/auto)

Future teleforum topics being reviewed include:

- How to Lead When Your Hair is on Fire (Managing Growth)
- Best Practices for Boosting Manufacturer Engagement
- Hitting Your Ceiling of Complexity? Ideas for Managing Your Time, Resources and Growing Your Business
- Five Biggest Mistakes Salespeople Make - And How to Fix Them

For more information, contact Freda Jones at [freda.jones@autocare.org](mailto:freda.jones@autocare.org), or call 301-654-6664.

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