



## Virtual Sales Training

May 30<sup>th</sup>, 2020 8 am - CST

\$100/per person

**Includes \$25 Donation back to Illinois Auto Recyclers**

The impact of the Coronavirus has had a devastating effect on our industry, associations, and members. Association training conferences have been forced to cancel leaving members isolated from collaborating and learning from each other. Now is the time training is needed most! Together, let us provide members skills and knowledge that focuses on immediately generating cash flow.

Profit team consulting is offering an online sales training class available to your Association Members at a discounted price. Our 3-4-hour interactive class will be streamed live on a Saturday (of your choice). Your members will engage in face to face interaction while learning the fundamentals that directly affect the main income center.

We understand that training conferences traditionally generate income for you and your ability to provide benefits to your members. As a thank you for promoting our course to your members, Profit Team Consulting would like to **donate 25% of our course proceeds back to your Association.**

This is a limited offer that is going fast! For more details and to secure a date, contact Rob Rainwater at [rob@profitteamconsulting.com](mailto:rob@profitteamconsulting.com)

Here's what your members will learn:

- 7 Steps to Closing the Sale
- Building Value in Extended Warranties
- Personality Profiling
- Brokered Profit Margin
- Team Building
- Building a Customer Base
- Prospecting & Networking
- How to deal with Re manufactured Products
- Profiting on Freight
- Dealing with Duplicated Inventories
- Delivery Drivers-Positive or Negative Sales Impact?





## About our Consultants

### Mike Kunkel

Mike has been involved in the automotive industry his entire life. His career began at an early age where he worked in all facets of his family's automotive businesses. His love of the industry and desire to grow inspired him to attend Northwood University in Michigan where he graduated with a degree in Automotive Business Management. Mike went on to become General Manager for American Auto Salvage in Ft. Worth, Texas where he grew the company into a large and very profitable business. While immersed in this business he became one of the instrumental founders of the Team PRP program. Mike is a seasoned and highly regarded leader and speaker at industry conferences. His industry experience, education, and expertise provide his clients with honest and accurate assessments of their business. As a leader of their Profit Team Groups, Mike is a numbers guy. He uses a basic and proven platform to teach his clients how to analyze their business by understanding their numbers. This approach provides his clients self-sustaining knowledge and skills to manage and grow their businesses. He delivers results!

### Lee Worman

Lee brings over 30 years of experience to Profit Team Consulting. At an incredibly early age he worked in his family's business - Worman's Auto Salvage and eventually took over the business as sole owner. With a business degree in management he used his skills and expertise to successfully grow and eventually negotiate a merger with Linn's Truck Salvage calling it Preferred Auto & Truck Parts. Lee grew his new company and later negotiated the sale of this business to LKQ. Afterward, he worked in the corporate world of LKQ where he learned the advantages and disadvantages of running a public versus private business. Lee's industry experience also includes his ownership of both towing and aftermarket parts businesses. Politically, he was a founding member of Team PRP and served on many boards including URG. Lee's accomplishments offer a wealth of knowledge and resources for his clients. He is a highly sought-after speaker and as a Profit Team Group trainer provides clients with a world view into their businesses. Lee's proven success and ability to teach has helped many recyclers around the county.

### Rob Rainwater

After nearly three decades in Automotive Recycling, Rob's talent lies in transforming industry businesses into multi-million-dollar companies. He began his career as a delivery driver and eventually worked his way up to General Manager of Jerry Brown's Auto Salvage. He spent 23 years with JBAP and had a key leadership role in turning it into a multi-million-dollar company. Realizing his talent was business transformation, he went on to Bishop's Auto Parts in CT and then to Cornell's Used Auto Parts in NY where he streamlined systems, increased sales, and profitability. Rob's no-nonsense Thought-Leadership approach with his clients result in the development of strong leaders, teams, and automatic profit centers. He knows what truly drives change; an assertive and focused approach while keeping defined business outcomes as the forefront of his mission. As an industry leader, serving on many boards such as ARA, ARANY, and many others, he is a highly sought-after speaker and trainer. Rob's personal mission of helping others succeed, focus, and his unique ability to connect with others, is a dynamic combination that has proven to be successful with all his clients.