



Greater New York
Automobile Dealers
Association

THE 5 Cs OF HIGH-PERFORMING TEAMS

Stop spending money driving traffic to your dealership only to have employees blow up the deal.

Thursday, November 20, 2014

10:00am-1:00pm

Center for Automotive Education & Training

15-30 Petracca Place, Whitestone (Queens) NY 11357

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This seminar will have a significant impact on getting your team to achieve goals and build business. Too often dealerships fail because their employees are not working together effectively. It is a “Looking out for myself” mentality. Learn the tools to create efficient, highly motivated and productive teams in any department of your dealership.

The 5 Cs of High-Performing Teams will teach attendees how to:

- Assess and develop five behavioral functions with their team members
- Engage with all the team’s key stakeholders in a way that grows performance
- Ensure a clear commission for the team and contract what it must deliver
- Focus on how the team can carry out their work together
- Effectively meet and communicate in a way that raises morale and alignment

About the Instructor

Presented by Glenn Pasch, CEO of PCG Digital Marketing. Glenn Pasch is a trainer at heart. He is a speaker, writer, coach and operations strategist as well as a customer service fanatic. Glenn has more than 20 years of experience with a proven track record of leading diverse teams of professionals to new levels of achievement in a variety of highly competitive markets and fast-paced environments.

Fee for dues-paying GNYADA members:

\$85 per attendee (\$150 non-member fee)

