"To Get Ahead, Plan Ahead" (continued)

To develop your plan for increasing brake sales you must first perform an evaluation to identify weaknesses in your dealership's service sales procedures. A good plan for increasing service sales should include:

- Increased vehicle inspections
- Review your prices to ensure you're competitive
- Review parts inventory
- Improve Service Advisor sales skills (could include better/best)
- Improve other technical knowledge
- Update equipment to increase productivity and quality
- Develop a team approach

Keep in mind, every winning team has a plan! Your awards for your success comes in the form of an increased income, and the things that increased income will provide for your loved ones.

So remember, "To Get Ahead, Plan Ahead".