



Root Canals & Preventative Maintenance Agreements

By: Tom East

Do you find yourself waiting for the phone to ring or the weather to change? What are you doing with the downtime in your service department? Would you like more replacement opportunities without spending more on marketing? If you answered yes to any of these questions, this program is for you. This month Tom East talks about preventative maintenance agreement programs. Just like the dentist, you need to have a program in place to take care of your customers systems on a regular basis in order to prevent costly, more painful repairs.

Pick up these key points:

- Why do I need a Maintenance Agreement Program anyway?
- What are the benefits of having a Maintenance Agreement Program?
- How to start a maintenance agreement program.
- How to keep your employees engaged in your Maintenance agreement program.
- How many Maintenance Agreements can you expect to sell per year?
- How to track and maintain the program?
- How to properly price your agreements?
- And Much More...