

J.D. Neuhaus Training Seminar

The J.D. Neuhaus Training Seminar is a custom tailored two day event designed to benefit both sales and service personnel. The goal of this seminar is to increase our distributor's sales effectiveness and ability to service JD Neuhaus products.



JD Neuhaus Training Facility

Upon completion of this seminar, attendees will be better able to:

- Obtain necessary customer requirements.
- Recommend equipment best suited for the end-user's application.
- Communicate the features and benefits unique to JD Neuhaus.
- Install & maintain JD Neuhaus equipment.
- Troubleshoot potential problems.
- Recommend a maintenance plan / procedure to increase end-user productivity.

Day 1 - Combined Sales & Service Personnel

Introduction to JD Neuhaus Facility, Staff, and Process

JD Neuhaus Product Overview - Hoists, Trolleys, Winches, Cranes, Engineered Systems

JD Neuhaus Operation Manual - Installation, Safe Operation, Maintenance, Troubleshooting

JD Neuhaus Spare Parts List - Organization, Identifying Components, Breakdown Drawings

Individual hands-on teardown and reassembly of NMBI Series Air Motor and Control Valve

Casual group dinner at local restaurant (optional). General discussion.

Day 2 – Sales Personnel

Day 2 – Service Personnel

Internet, Target Industries, Marketing Efforts

Overload Protection, High Capacity Units

Effective Sales Methods & Applications

Advanced Repair Procedures

Topics & discussion suggested by attendees.

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J.D. NEUHAUS
powered by air!

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