

TRAINING SCHEDULE by Month

NOVEMBER 2018

5 th -6 th	Formulas for Success
7 th -8 th	Supercharge Your Profits Workshop
9 th -11 th	Essentials of Shop Management 1&2
9 th -13 th	Service Advisor School
9 th -13 th	Sales Training for Estimators Class
14 th -16 th	Controlling the Front Workshop

DECEMBER 2018

2 nd -6 th	Service Advisor School
2 nd -7 th	How to Get Compliance to Your Orders
7 th -8 th	Advanced Service Advisor School
7 th -9 th	Essentials of Shop Management 1&2

JANUARY 2019

11 th -13 th	Supercharge Your Profits (and Workflow Essentials)
11 th -13 th	Essentials of Shop Management
14 th -15 th	Formulas For Success
14 th -18 th	Professional Service Advisor Sales Workshop
16 th -17 th	Mastering Social Media
17 th -18 th	Keys to Understanding Your Financial Reports
18 th -20 th	Public Relations Workshop
19 th -21 st	Financial Control Workshop
19 th -21 st	Controlling the Front Workshop
24 th -28 th	Top 20 General Repair

FEBRUARY 2019

5 th -9 th	Sales Training for Estimators
5 th -10 th	How to Get Compliance to Your Orders
10 th -12 th	Collision Controlling the Front Workshop
18 th -20 th	Introduction to Marketing
19 th -20 th	Marketing to Your Customer Base
21 st -22 nd	Marketing: New Customer Acquisition
21 st -22 nd	Marketing Design
22 nd -24 th	Essentials of Shop Management
22 nd -24 th	Building Your Dream Team
25 th -26 th	Planning for Success
25 th -1 st (MARCH)	Professional Service Advisor Sales Workshop
27 th -1 st (MARCH)	Fundamentals of Building Your Wealth Workshop
27 th -1 st (MARCH)	Succession & Exit Planning

MARCH 2019

2 nd -3 rd	Formulas for Success
22 nd -24 th	Spring DRIVE EXPO, Savannah, GA

APRIL 2019

26 th -28 th	Essentials of Shop Management
26 th -28 th	Supercharge Your Profits (and Workflow Essentials)

MAY 2019

14 th -18 th	Professional Service Advisor Sales Workshop
14 th -19 th	How to Get Compliance to Your Orders
15 th -16 th	Planning For Success
17 th -19 th	Essentials of Shop Management
17 th -19 th	Building Your Dream Team
20 th -21 st	Leadership Workshop
20 th -21 st	Mastering Social Media
22 nd -24 th	Ideal Scene Workshop

JUNE 2019

3 rd -4 th	Keys to Understanding Your Financial Reports
3 rd -5 th	Introduction to Marketing
4 th -5 th	Marketing to Your Customer Base
6 th -7 th	Marketing: New Customer Acquisition
6 th -7 th	Marketing Design
5 th -7 th	Financial Control Workshop
7 th -9 th	Essentials of Shop Management
7 th -9 th	Supercharge Your Profits (and Workflow Essentials)
10 th -14 th	Professional Service Advisor Sales Workshop
21 st -23 rd	Controlling the Front Workshop (Remote)