

TRAINING SCHEDULE by Class



ADVANCED SERVICE ADVISOR SCHOOL

December ²⁰¹⁸	7 th -8 th	Fri-Sat
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BUILDING YOUR DREAM TEAM

February ²⁰¹⁹	22 nd -24 th	Fri-Sun
May ²⁰¹⁹	17 th -19 th	Fri-Sun

CONTROLLING THE FRONT WORKSHOP

January ²⁰¹⁹	19 th -21 st	Sat-Mon
June (Remote) ²⁰¹⁹	21 st -23 rd	Fri-Sun

COLLISION CONTROLLING THE FRONT WORKSHOP

February ²⁰¹⁹	10 th -12 th	Sun-Tue
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ESSENTIALS OF SHOP MANAGEMENT

December ²⁰¹⁸	7 th -9 th	Fri-Sun
January ²⁰¹⁹	11 th -13 th	Fri-Sun
February ²⁰¹⁹	22 nd -24 th	Fri-Sun
April ²⁰¹⁹	26 th -28 th	Fri-Sun
May ²⁰¹⁹	17 th -19 th	Fri-Sun
June ²⁰¹⁹	7 th -9 th	Fri-Sun

FORMULAS FOR SUCCESS

January ²⁰¹⁹	14 th -15 th	Mon-Tue
March ²⁰¹⁹	2 nd -3 rd	Sat-Sun

FINANCIAL CONTROL WORKSHOP

January ²⁰¹⁹	19 th -21 st	Sat-Mon
June ²⁰¹⁹	5 th -7 th	Wed-Fri

FUNDAMENTALS OF WEALTH WORKSHOP

February-March ²⁰¹⁹	27 th -1 st	Wed-Fri
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IDEAL SCENE WORKSHOP

May ²⁰¹⁹	22 nd -24 th	Wed-Fri
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HOW TO GET COMPLIANCE TO YOUR ORDERS

December ²⁰¹⁸	2 nd -7 th	Sun-Fri
February ²⁰¹⁹	5 th -10 th	Tue-Sun
May ²⁰¹⁹	14 th -19 th	Tue-Sun

KEY TO UNDERSTANDING YOUR FINANCIAL REPORTS

January ²⁰¹⁹	17 th -18 th	Thu-Fri
June ²⁰¹⁹	3 rd -4 th	Mon-Tue

LEADERSHIP WORKSHOP

May ²⁰¹⁹	20 th -21 st	Mon-Tue
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INTRODUCTION TO MARKETING

February ²⁰¹⁹	18 th -20 th	Mon-Wed
June ²⁰¹⁹	3 rd -5 th	Mon-Wed

MARKETING: NEW CUSTOMERS ACQUISITION

February ²⁰¹⁹	21 st -22 nd	Thu-Fri
June ²⁰¹⁹	6 th -7 th	Thu-Fri

MARKETING TO YOUR CUSTOMER BASE

February ²⁰¹⁹	19 th -20 th	Tue-Wed
June ²⁰¹⁹	4 th -5 th	Tue-Wed

MARKETING DESIGN

February ²⁰¹⁹	21 st -22 nd	Thu-Fri
June ²⁰¹⁹	6 th -7 th	Thu-Fri

MASTERING SOCIAL MEDIA WORKSHOP

January ²⁰¹⁹	16 th -17 th	Wed-Thu
May ²⁰¹⁹	20 th -21 st	Mon-Tue

PROFESSIONAL SERVICE ADVISOR SALES WORKSHOP

January ²⁰¹⁹	14 th -18 th	Mon-Fri
February-March ²⁰¹⁹	25 th -1 st	Mon-Fri
May ²⁰¹⁹	14 th -18 th	Tue-Sat
June ²⁰¹⁹	10 th -14 th	Mon-Fri

PLANNING FOR SUCCESS

February ²⁰¹⁹	25 th -26 th	Mon-Tue
May ²⁰¹⁹	15 th -16 th	Wed-Thur

PUBLIC RELATIONS WORKSHOP

January ²⁰¹⁹	18 th -20 th	Fri-Sun
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SALES TRAINING FOR ESTIMATORS

February ²⁰¹⁹	5 th -9 th	Tue-Sat
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SERVICE ADVISOR SCHOOL

December ²⁰¹⁸	2 nd -6 th	Sun-Thu
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SUCCESSION & EXIT PLANNING

February-March ²⁰¹⁹	27 th -1 st	Wed-Fri
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SUPERCHARGE YOUR PROFITS & WORKFLOW ESSENTIALS

January ²⁰¹⁹	11 th -13 th	Fri-Sun
April ²⁰¹⁹	26 th -28 th	Fri-Sun
June ²⁰¹⁹	7 th -9 th	Fri-Sun

TOP 20 GENERAL REPAIR

January ²⁰¹⁹	24 th -28 th	Thu-Mon
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TRAINING SCHEDULE by Month

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 Workshop
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
21 st -22 nd	Marketing: New Customer Acquisition
19 th -20 th	Marketing to Your Customer Base
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 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 Workshop
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
6 th -7 th	Marketing: New Customer Acquisition
4 th -5 th	Marketing to Your Customer Base
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)