

# TRAINING SCHEDULE by Class



## ADVANCED SERVICE ADVISOR SCHOOL

December <sup>2018</sup>	7 <sup>th</sup> -8 <sup>th</sup>	Fri-Sat
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## BUILDING YOUR DREAM TEAM

February <sup>2019</sup>	22 <sup>nd</sup> -24 <sup>th</sup>	Fri-Sun
May <sup>2019</sup>	17 <sup>th</sup> -19 <sup>th</sup>	Fri-Sun

## CONTROLLING THE FRONT WORKSHOP

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

## COLLISION CONTROLLING THE FRONT WORKSHOP

February <sup>2019</sup>	10 <sup>th</sup> -12 <sup>th</sup>	Sun-Tue
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## ESSENTIALS OF SHOP MANAGEMENT

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

## FORMULAS FOR SUCCESS

January <sup>2019</sup>	14 <sup>th</sup> -15 <sup>th</sup>	Mon-Tue
March <sup>2019</sup>	2 <sup>nd</sup> -3 <sup>rd</sup>	Sat-Sun

## FINANCIAL CONTROL WORKSHOP

January <sup>2019</sup>	19 <sup>th</sup> -21 <sup>st</sup>	Sat-Mon
June <sup>2019</sup>	5 <sup>th</sup> -7 <sup>th</sup>	Wed-Fri

## FUNDAMENTALS OF WEALTH WORKSHOP

February-March <sup>2019</sup>	27 <sup>th</sup> -1 <sup>st</sup>	Wed-Fri
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## IDEAL SCENE WORKSHOP

May <sup>2019</sup>	22 <sup>nd</sup> -24 <sup>th</sup>	Wed-Fri
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## HOW TO GET COMPLIANCE TO YOUR ORDERS

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

## KEY TO UNDERSTANDING YOUR FINANCIAL REPORTS

January <sup>2019</sup>	17 <sup>th</sup> -18 <sup>th</sup>	Thu-Fri
June <sup>2019</sup>	3 <sup>rd</sup> -4 <sup>th</sup>	Mon-Tue

## LEADERSHIP WORKSHOP

May <sup>2019</sup>	20 <sup>th</sup> -21 <sup>st</sup>	Mon-Tue
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## INTRODUCTION TO MARKETING

February <sup>2019</sup>	16 <sup>th</sup> -18 <sup>th</sup>	Sat-Mon
June <sup>2019</sup>	3 <sup>rd</sup> -5 <sup>th</sup>	Mon-Wed

## MARKETING: NEW CUSTOMERS ACQUISITION

February <sup>2019</sup>	19 <sup>th</sup> -20 <sup>th</sup>	Tue-Wed
June <sup>2019</sup>	6 <sup>th</sup> -7 <sup>th</sup>	Thu-Fri

## MARKETING TO YOUR CUSTOMER BASE

February <sup>2019</sup>	17 <sup>th</sup> -18 <sup>th</sup>	Sun-Mon
June <sup>2019</sup>	4 <sup>th</sup> -5 <sup>th</sup>	Tue-Wed

## MARKETING DESIGN

February <sup>2019</sup>	19 <sup>th</sup> -20 <sup>th</sup>	Tue-Wed
June <sup>2019</sup>	6 <sup>th</sup> -7 <sup>th</sup>	Thu-Fri

## MASTERING SOCIAL MEDIA WORKSHOP

January <sup>2019</sup>	16 <sup>th</sup> -17 <sup>th</sup>	Wed-Thu
May <sup>2019</sup>	20 <sup>th</sup> -21 <sup>st</sup>	Mon-Tue

## PROFESSIONAL SERVICE ADVISOR SALES WORKSHOP

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

## PLANNING FOR SUCCESS

February <sup>2019</sup>	25 <sup>th</sup> -26 <sup>th</sup>	Mon-Tue
May <sup>2019</sup>	15 <sup>th</sup> -16 <sup>th</sup>	Wed-Thur

## PUBLIC RELATIONS WORKSHOP

January <sup>2019</sup>	18 <sup>th</sup> -20 <sup>th</sup>	Fri-Sun
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## SALES TRAINING FOR ESTIMATORS

February <sup>2019</sup>	5 <sup>th</sup> -9 <sup>th</sup>	Tue-Sat
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## SERVICE ADVISOR SCHOOL

December <sup>2018</sup>	2 <sup>nd</sup> -6 <sup>th</sup>	Sun-Thu
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## SUCCESSION & EXIT PLANNING

February-March <sup>2019</sup>	27 <sup>th</sup> -1 <sup>st</sup>	Wed-Fri
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## SUPERCHARGE YOUR PROFITS & WORKFLOW ESSENTIALS

January <sup>2019</sup>	11 <sup>th</sup> -13 <sup>th</sup>	Fri-Sun
April <sup>2019</sup>	26 <sup>th</sup> -28 <sup>th</sup>	Fri-Sun
June <sup>2019</sup>	7 <sup>th</sup> -9 <sup>th</sup>	Fri-Sun

## TOP 20 GENERAL REPAIR

January <sup>2019</sup>	24 <sup>th</sup> -28 <sup>th</sup>	Thu-Mon
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# TRAINING SCHEDULE by Month

## DECEMBER 2018

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

## JANUARY 2019

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

## FEBRUARY 2019

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

## MARCH 2019

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

## APRIL 2019

26 <sup>th</sup> -28 <sup>th</sup>	Essentials of Shop Management
26 <sup>th</sup> -28 <sup>th</sup>	Supercharge Your Profits (and Workflow Essentials)

## MAY 2019

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

## JUNE 2019

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