LEARN THE JOB, SECURE YOUR SUCCESS
Core Competencies
- Develop a sales process that supports the dealership vision for profitability.
- Plan for the future of variable operations.
- Manage vehicle inventory to impact the bottom line and improve customer satisfaction.
- To find and hire top sales team members.
- Consistently drive departmental profitability.

LEARN TO LEAD, LEVERAGE THE POWER OF MANY
Leadership Foundations
- Adopt DISC as a model of leadership behavior and versatility, facilitating open communication.
- Utilize problem solving and decision making in conflict resolution.
- Employ the SMART model to achieve goals.
- Sharpen your leadership style to motivate your team.
- Raise productivity through skilled time management and ongoing priority analysis.

LEARN TO BUILD YOUR TEAM, ATTRACT TOP TALENT
Human Resources Foundations
- Uncover the correlation between people and profit.
- Develop an effective onboarding program.

LEARN TO FIND THE DATA YOU NEED, TO SUCCEED
DMS Applications
- Harness the power of department specific reports.
- Discover the most impactful functions of the DMS.

PRICING
- $2,995
- Secure a spot today: $95 non-refundable deposit at nada.org/professionalseries

WHY ENROLL?
- Designed by retail experts to fit your retail lifestyle.
- Become the recognized expert in your dealer group.
- Invest in yourself.
- Gain the confidence to be secure in a leadership role.

WHERE?
- Training is held in convenient locations throughout the U.S. to meet market demands.

WHEN?
- See schedule on back.