LEARN THE JOB, SECURE YOUR SUCCESS
Core Competencies
- Learn how to best compete in your market.
- Maximize parts turns and reduce obsolescence.
- Develop parts processes that support the dealership vision.
- Manage parts inventory to impact the bottom-line and improve customer satisfaction.
- Understand financial metrics needed to improve department profitability.

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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.

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.

Four instructional modules designed for the new or high-potential department manager.