



Class A047	
Financial Management	Feb. 7-11
Fixed Operations 1 (Parts)	April 18-22
Fixed Operations 2 (Service)	June 20-24
Variable Operations 1 (Pre-Owned)	Aug. 22-26
Variable Operations 2 (New)	Oct. 24-28
Business Leadership	Dec. 12-16

Class A048	
Financial Management	Sept. 19-23
Fixed Operations 1 (Parts)	Nov. 14-18
Fixed Operations 2 (Service)	Jan. 16-20, 2023
Variable Operations 1 (Pre-Owned)	Mar. 20-24, 2023
Variable Operations 2 (New)	May 15-19, 2023
Business Leadership	July 17-21, 2023

2022 CERTIFICATE SCHEDULE

Financial Management		
<ul style="list-style-type: none"> Using the 20 Group composite Maximizing cash flow and profit Identifying frozen vs. working capital 	<ul style="list-style-type: none"> Evaluating inventory performance Calculating total absorption 	<ul style="list-style-type: none"> Analyzing sales and gross profit Controlling and minimizing expenses
<input type="checkbox"/> Feb. 7-11 ATD 047 <input type="checkbox"/> Sept. 19-23 ATD 048		
Fixed Operations 1 (Parts)		
<ul style="list-style-type: none"> Analyzing inventory performance <ul style="list-style-type: none"> - Aging inventory - Gross and true turns - First-time fill rate 	<ul style="list-style-type: none"> Understanding DMS reports Reconciling inventory 	<ul style="list-style-type: none"> Group case study Sharing of best ideas
<input type="checkbox"/> April 18-22 ATD 047 <input type="checkbox"/> Nov. 14-18 ATD 048		
Fixed Operations 2 (Service)		
<ul style="list-style-type: none"> Assessing gross profit opportunities Analyzing labor pricing strategies Evaluating technician and service advisor performance 	<ul style="list-style-type: none"> Understanding production and scheduling techniques Linking telephone strategies to service sales 	<ul style="list-style-type: none"> Service Legalize Sharing of best ideas
<input type="checkbox"/> June 20-24 ATD 047		
Variable Operations 1 (Pre-Owned Vehicles)		
<ul style="list-style-type: none"> Used-vehicle departmental profitability and inventory aging analysis Appraising, reconditioning, sourcing and wholesaling 	<ul style="list-style-type: none"> Digital Marketing, including SEO, SEM, conversion, mobile, analytics, reputation management and video 	<ul style="list-style-type: none"> Evaluating the relationship between volume and gross Converting leads to sales
<input type="checkbox"/> Feb. 21-25 ATD 046 <input type="checkbox"/> Aug. 22-26 ATD 047		
Variable Operations 2 (New Vehicles)		
<ul style="list-style-type: none"> Determining true profitability Identifying F&I opportunities Assessing compensation and benefits 	<ul style="list-style-type: none"> Recruiting and developing employees Valuing and leveraging the owner base 	<ul style="list-style-type: none"> Creating telephone strategies Developing a measurable business plan Legislative Affairs briefing
<input type="checkbox"/> April 25-29 ATD 046 <input type="checkbox"/> Oct. 24-28 ATD 047		
Business Leadership		
<ul style="list-style-type: none"> Completion of an individual leadership profile Understanding effective leadership theories and techniques 	<ul style="list-style-type: none"> Mock 20 Group meeting Succession planning and the dynamics of transitioning the family business 	<ul style="list-style-type: none"> Management transition planning and building leadership strength for the future
<input type="checkbox"/> June 6-10 ATD 046 <input type="checkbox"/> Dec. 12-16 ATD 047		