



# The Academy

for automotive professionals

## 2017 ACADEMY SCHEDULE:

APRIL 13	SERVICE	TECH DEVELOPMENT - BRAKE TECH
APRIL 18	SERVICE	HEADLIGHT RESTORATION - AM
APRIL 18	SERVICE	WINDSHIELD REPAIR - PM
APRIL 18-20	SALES	PROFESSIONAL SELLING SKILLS
APRIL 20	SERVICE	PROFESSIONAL DETAILING & RECONDITIONING
APRIL 25-27	BODY	DAMAGE ANALYSIS & ESTIMATING
MAY 9-11	SALES	PROFESSIONAL SELLING SKILLS
MAY 9	SALES	TIFTON - ADVANCED SELLING SKILLS
MAY 10	SALES	TIFTON - NEGOTIATING FOR GROSS - AM
MAY 10	SALES	TIFTON - NEGOTIATING FOR GROSS - PM
MAY 11	SERVICE	TECH DEVELOPMENT - HEATING & A/C TECH
MAY 16	SERVICE	SERVICE ADVISOR
MAY 17	SALES	NEGOTIATING FOR GROSS - AM
MAY 17	SALES	PROFIT BUILDING PRESENTATIONS - PM
MAY 23-25	SERVICE	PAINTLESS DENT REMOVAL
MAY 23-25	SALES	PROFESSIONAL SELLING SKILLS
JUNE 6-8	SALES	PROFESSIONAL SELLING SKILLS
JUNE 7	SERVICE	TECH DEVELOPMENT - LUBE TECH
JUNE 8	SERVICE	TECH DEVELOPMENT - ALIGNMENT TECH
JUNE 20-22	SALES	PROFESSIONAL SELLING SKILLS

